

Date: 15th August 2025

**To,** Manager - Listing Compliance

National Stock Exchange of India Limited 'Exchange Plaza'. C-1, Block

G.

Bandra Kurla Complex, Bandra (E),

Mumbai - 400 051 SYMBOL: JSLL To,

Head of the Department,

Department of Listing Operation,

**BSE Limited** 

Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400001

SCRIP Code: 544476

# <u>Sub: Investor Presentation under Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.</u>

Dear Sir/Ma'am,

In continuation of our earlier communication dated August 12, 2025, regarding the schedule of the conference call (Group Conference call) to discuss the financial performance of the Company for the Q1 (FY 2025-26), please find enclosed the **Investor Presentation** of the Company for the Q1 (FY 2025-26 pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This presentation is being used during meeting with investors scheduled on August 18, 2025.

You are requested to take the above information on records and disseminate the same on your website.

The Investor Presentation is also being disseminated on Company's website at www.jeenasikho.com/

Thanking you, Yours faithfully,

For Jeena Sikho Lifecare Limited Manish Grover Managing Director DIN: 07557886

Place: Zirakpur, Punjab

Date: 15-08-2025

### JEENA SIKHO LIFECARE LIMITED

120° AYURVEDA CLINICS & HOSPITALS | FREEDOM FROM 2D DISEASES & DRUGS

SCO-11, Kalgidhar Enclave, Baltana, Zirakpur, Punjab-140604, 01762-513185 CIN NO.: L52601PB2017PLC046545

#### Corporate Office Address:

B-26, Opp. Metro Pillar No. 223, Rohtak Road, New Multan Nagar, Delhi - 110056 Email ID.: cs@jeenasikho.com | www.jeenasikho.com











120+ Ayurveda Clinics & Hospitals | Freedom from 2D: Disease & Drugs

**INVESTOR PRESENTATION** 

Q1FY26 | AUGUST 2025



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**Key Financial Milestones** and Insights



# Unique Business Model Positioning

Differentiated Market Approach and Competitive Advantage



## WAY FORWARD

Vision, Strategy, and Roadmap

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# INTRODUCTION TO JSLL

Company Overview and Strategic Foundation



# BREADTH OF OPERATIONS

**Reach of Our Operations** 



# ANNUAL FINANCIAL HIGHLIGHTS

**Key Financial Milestones** and **Insights** 



# Q1FY26 Performance Highlights

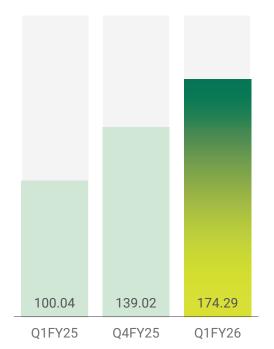
# **Revenue from Operations**

(In ₹ Crore)

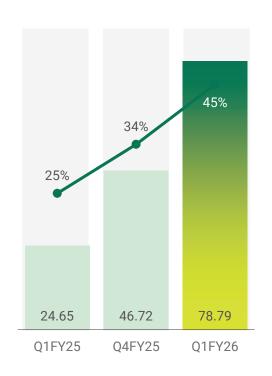
▲ 25%
QoQ change

**▲** 74%

YoY change



# **EBITDA & EBITDA Margin** (In ₹ Crore & %)

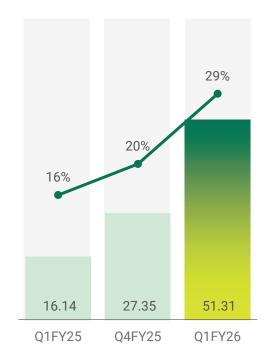


### **PAT & PAT Margin**

(In ₹ Crore & %)

▲ 88% ▲ 218%

QoQ change YoY change



### **Revenue-Mix**

(In ₹ Crore)



# Q1FY26 Income Statement



(In ₹ Lakhs)

PARTICULARS	Q1FY25	Q4FY25	Q1FY26	YoY CHANGE (%)	QoQ CHANGE (%)
REVENUE FROM OPERATIONS	10,004	13,902	17,429	74%	25%
GROSS PROFIT	8,908	12,616	15,593	75%	23%
GROSS PROFIT MARGIN (%)	89%	91%	89%	42 BPS	-128 BPS
OPERATING EXPENSES	6,443	7,943	7,714	20%	-3%
EBITDA	2,465	4,672	7,879	220%	69%
EBITDA MARGIN (%)	25%	34%	45%	2,056 BPS	1,160 BPS
DEPRECIATION & AMORTISATION	528	880	965	83%	10%
EBIT	1,937	3,792	6,914	257%	82%
FINANCE COST	94	153	166	76%	8%
OTHER INCOME	264	49	107	-60%	117%
PROFIT BEFORE TAXES	2,107	3,688	6,855	225%	86%
TAXES	574	1,007	1,778	210%	77%
PROFIT AFTER TAXES	1,614	2,735	5,131	218%	88%
PROFIT AFTER TAXES MARGIN (%)	16%	20%	29%	1,354 BPS	966 BPS
EARNINGS PER SHARE (₹)	1.30	2.20	4.13	218%	88%

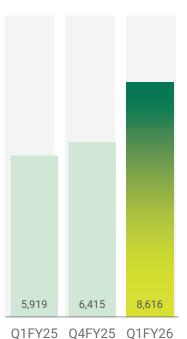
Note: Post migration to mainboard the Company has shifted to Ind AS Accounting Standards

Jeena Sikho Lifecare Limited

# Q1FY26 Operating Metrics

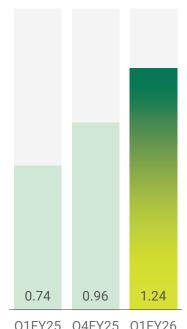
**IPD Patient Volumes** 

**▲** 34% **46%** YoY change QoQ change



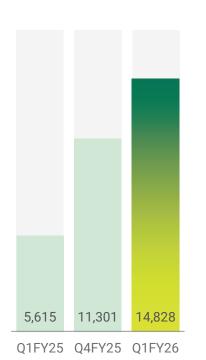
**OPD Patient Volumes** (# Lakhs)

**29% 68%** QoQ change YoY change



**Day Care Volumes** (#)

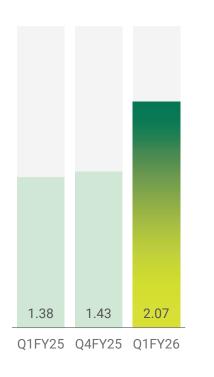
**31% 164%** YoY change QoQ change



**OPD, COD & VC Patients** (# Lakhs)

**45% 50%** QoQ change YoY change





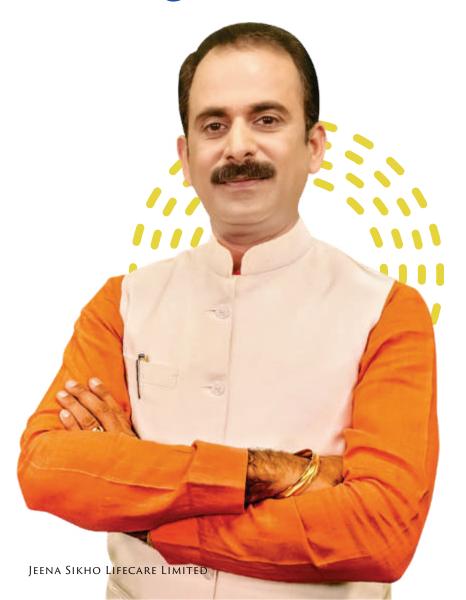


Q1FY25 Q4FY25 Q1FY26

Q1FY25 Q4FY25 Q1FY26

# Management Commentary





We have commenced FY26 on a strong note, delivering robust all-round performance across all key metrics in the first quarter.

Our Revenue for Q1 stood at ₹174 Crores, registering a significant 74% growth YoY and even a notable 25% sequential growth. Revenue growth was broad-based, with both the Services and Products businesses delivering equally strong performances, thereby maintaining our revenue mix in line with the previous year.

Within the Services vertical, strong momentum was driven by higher IPD as well as OPD volumes, aided by the early impact of new operational facilities and incremental bed capacities added over the past year. IPD volumes grew 46% YoY and 34% QoQ, while OPD volumes also rose sharply by 68% YoY and 29% QoQ, contributing significantly to Services topline growth and associated medicine sales.

This Revenue momentum also translated into positive operating leverage, leading to meaningful margin expansion and healthy net profit growth. Our EBITDA margins for the quarter stood at 45% as opposed to 25% in Q1FY25 and 34% in Q4FY25. Our footprint expansion also progressed well, with a notable increase in our overall bed count. While the newly added bed capacity, with 391 beds added in Q1, is yet to contribute materially to revenues, these investments lay a solid foundation for sustainable growth through the remainder of FY26.

We continue to emphasise measured nationwide expansion, deepening our presence across geographies. During the quarter, revenue from the Government Panel business moderated, in line with our strategic shift towards the more profitable Private Panchkarma segment. This focus will also help improve our cash conversion cycle, given the higher receivable cycle in the Government Panel segment. In FY26, our priority remains on scaling Panchkarma services and driving growth in Medicines & OTC sales.

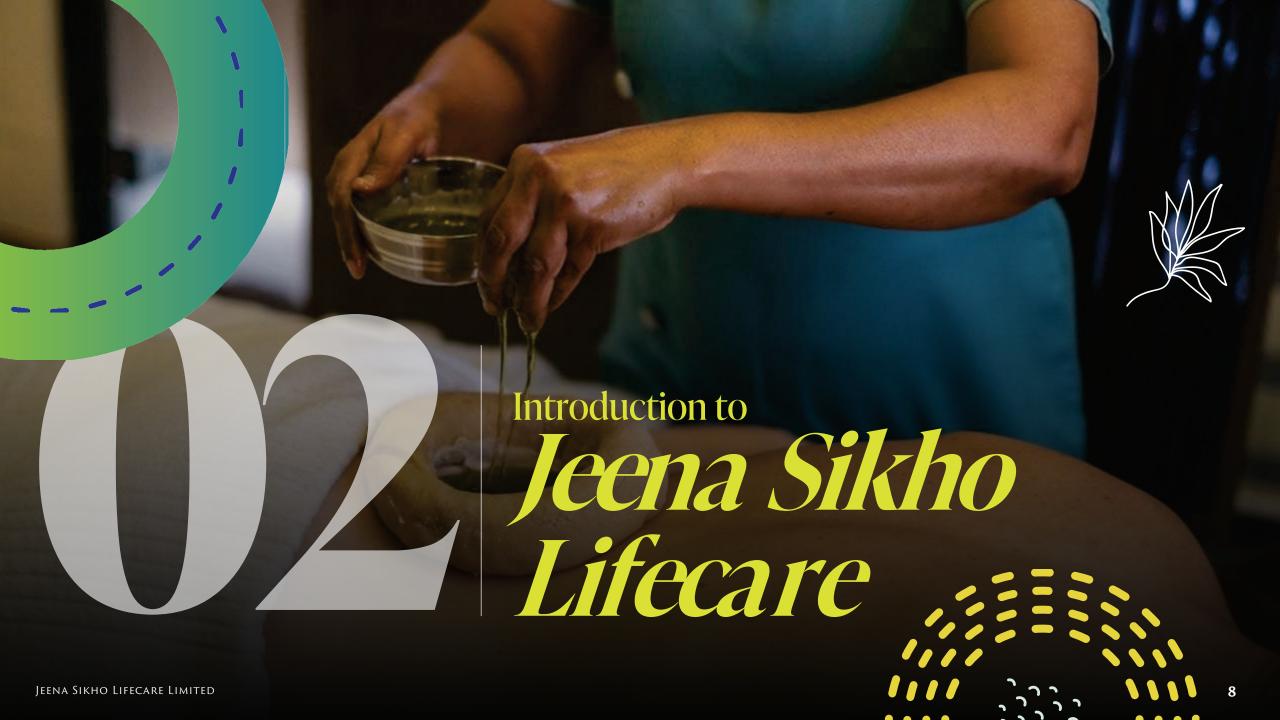
On the product innovation front, we recently launched the 'Pet Yakrit Pleeha Shuddhi Kit', with several more promising products under development, which we expect to roll out in the coming quarters.

In a significant corporate development, we successfully migrated to the mainboard of NSE and BSE from the NSE Emerge platform this month, an important milestone that will enhance our market visibility and strengthen access to a broader pool of investors.

In conclusion, we are confident that our strategic initiatives, combined with our expanded operational capacity, process efficiencies, and innovative service offerings, will continue to drive sustainable growth. We remain committed to strengthening Jeena Sikho's position as a leading player in the healthcare sector and delivering long-term value to all stakeholders.

Acharya Manish Ji
MANAGING DIRECTOR







Modern healthcare, while advancing rapidly, often brings unintended side effects that can compromise overall well-being. Despite significant investments of time, resources, and trust, many individuals continue to experience persistent health issues and increasing dependency on medications. Environmental factors such as contaminated water, adulterated food, and reduced connection with nature further contribute to a gradual decline in health.

Quick symptomatic treatments frequently address only the surface of these problems, providing temporary relief rather than lasting solutions. This cycle of dependency underscores the need for a more holistic approach

# A leap toward true healing:

After years of research and demonstrable outcomes, Acharya Manish Ji advocates for Ayurveda as a principal healthcare approach. Rooted in ancient wisdom and supported by real-world results, Ayurveda emphasizes balance of body, mind, and spirit, aiming to address the root causes of illness rather than merely suppressing symptoms.

Through gentle, non-invasive therapies, Ayurveda offers a path to sustainable health, even for chronic health conditions. Embracing these principles enables individuals to reduce dependency on pharmaceuticals and move toward a healthier, more balanced life

# Introduction to Jeena Sikho Lifecare

INDIA'S LEADING AYURVEDA HEALTHCARE SERVICE PROVIDER



55

OPERATIONAL HOSPITALS



2,179

**BEDS OPERATIONAL** 



**391** Beds

**RECENTLY ADDED** 



100+

CITIES & TOWNS COVERED

61

OPERATIONAL CLINICS & DAY CARE CENTRES

360

BEDS IN PIPELINE

23

**STATES COVERED** 

330+

SKUS IN AYURVEDA MEDICINE & PRODUCT PORTFOLIO



47%

3Y TOP LINE CAGR<sup>^</sup> ONE OF THE FASTEST
GROWING HEALTHCARE
ENTERPRISE



**NSE** 

LISTED ON NSE SINCE APRIL 2022



71%

ROCE\* - CAPITAL-LIGHT BUSINESS MODEL

\*3Y Average ROCE | ^3Y CAGR (FY22-25)



**Migrated** 

MIGRATED TO NSE & BSE MAINBOARD IN AUGUST 2025

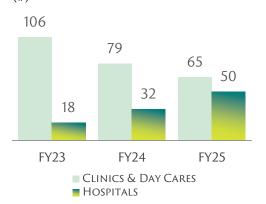
# Journey so far

An idea is born

# 2009

The idea of **Jeena Sikho** was born

ACTIVE HOSPITALS AND CLINICS & DAY CARES
(#)



# Initial products & medicines business commences

### 2009

Commenced ayurveda medicine & product sales



# Holistic health care services added to the fold

### 2013

Established **first ayurveda health care centre** in Chandigarh

### 2017

Jeena Sikho Lifecare was incorporated as a company

# **2018**

Developed the **Shuddhi Project** to setup dedicated ayurveda health care centres

### **2020**

Inaugurated **Derabassi centre – Shuddhi Ayurveda Panchakarma Hospital** 

### 2021

Surpassed **50 operational centres** across the country



### 2022

Successfully raised **₹55.5 Cr** from IPO

### **2023**

Opened centres in Lucknow, Jaipur, Navi Mumbai among 20 other small-mid centre across the country

### 2024

Achieved landmark revenue of ₹324 Cr

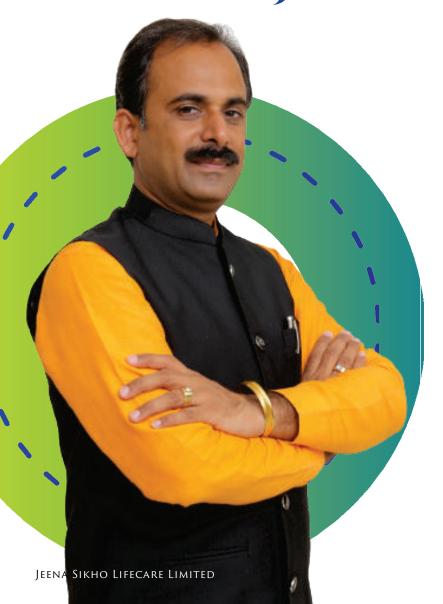
### 2025

Surpassed **1,600 operational bed capacity** with newly added 573 beds, across total 77 units



# About the *founder*





# Acharya Manish Ji: Reviving a Nation Through Ayurveda

Fueled by a powerful vision of a Disease-Free, Drug-Free Bharat, Acharya Manish Ji's unwavering faith in Ayurveda took root and flourished. Through years of in-depth research in Ayurveda and Naturopathy, he uncovered what ancient sages always knew —true healing lies in nature, not in chemicals.

Recognizing Ayurveda's ability to treat chronic and critical illnesses without harmful side effects, he pioneered the revolutionary Golden Therapy — a transformative treatment now bringing hope to countless people. Now people have the advantage to pursue good health, a peaceful mind and a nurtured soul, all at once.

More than just treatment, Acharya Ji advocates a national awakening: a Bharat where every individual becomes their own healer. His mantra, "अपना डॉक्टर खुद बनो", isn't just a slogan — it's a call to reclaim our health, roots, and inner wisdom.

# EXTENSIVE EXPERIENCE AND MASTERY

Driven by a passion for natural healing, Acharya Manish Ji has dedicated his life to making ancient Ayurvedic wisdom accessible and practical for modern living. Through Jeena Sikho Lifecare, he has built a nationwide network of wellness centers and clinics, offering personalized care that addresses the root causes of disease. His educational initiatives-ranging from television programs to social media content and community health camps-have empowered lakhs of people to take charge of their health using Ayurveda's principles of detoxification, rejuvenation, and balance.

# SOCIETAL IMPACT

Acharya Manish Ji envisions a world where holistic health is not a privilege but a universal right. He is committed to breaking down barriers to Ayurvedic care, expanding its reach both across India and globally. His mission centers on transforming healthcare by combining ancient wisdom with innovative approaches, ensuring that every individual can experience the benefits of natural healing. Through relentless advocacy, quality-driven practices, and a focus on education, Acharya Manish Ji continues to inspire a healthier, more balanced society.

# Meet the JSLL Team







Dr. Abhishek
Founder (AFI)

Prof. Ish Sharma MD, Ph.D Ayurveda

Acharya Manish Ji Naturopathy & Diet Expert

Dr. BRC
Ph.D, Diabetes

Dr. Neha Sharma BAMS/ACLS, Autism



# Guiding Force behind Jeena Sikho



Mr. Manish Grover

Managing Director



WHOLE TIME DIRECTOR

Ms. Shreya Grover

DIRECTOR

Mr. Karanvir Singh Bindra

INDEPENDENT DIRECTOR

Mr. Chandan Kumar Kaushal

INDEPENDENT DIRECTOR

Ms. Priyanka Bansal

INDEPENDENT DIRECTOR

Mr. Nanak Chand

CHIEF FINANCIAL OFFICER

Mr. Gaurav Mohan Garg

Business Development Head Mr. Sahil Jain

OPERATIONS HEAD Dr. Ish Sharma

HEAD-TRAINING DOCTOR

Dr. Avira Gautam

SENIOR DOCTOR

Ms. Smita Chaturvedi

**COMPANY SECRETARY** 

Ms. Akansha Jain

HR HEAD

Mr. Mukesh Grover

ADMINISTRATION HEAD Mr. Pradeep Kumar Thakur

Manager Operations - Clinic Dr. Neha Sharma

DOCTOR

Ms. Namrta Chaudhary

CLIENT SUPPORT CENTRE HEAD



# Superior Business Model Positioning

### A UNIQUE COMBINATION OF PRODUCT & SERVICE REVENUE STREAM



# Ayurveda health care services

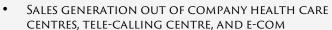
- OPERATED OUT OF HOSPITALS & CLINICS THROUGH A HUB & SPOKE MODEL
- CAPEX & OPEX-LIGHT OPERATIONAL STRUCTURE
- SIGNIFICANT OPERATING LEVERAGE BEYOND BREAK-EVEN OCCUPANCY LEVELS OF ASSETS



CONTRIBUTION (FY25)







- PRODUCT PORTFOLIO WITH ~85% GROSS MARGINS
- MANUFACTURING OUTSOURCED TO A RELIABLE **NETWORK OF THIRD-PARTY MANUFACTURERS**
- HEALTHY CASH GENERATION FROM THIS VERTICAL



REVENUE (FY25)

**CONTRIBUTION (FY25)** 





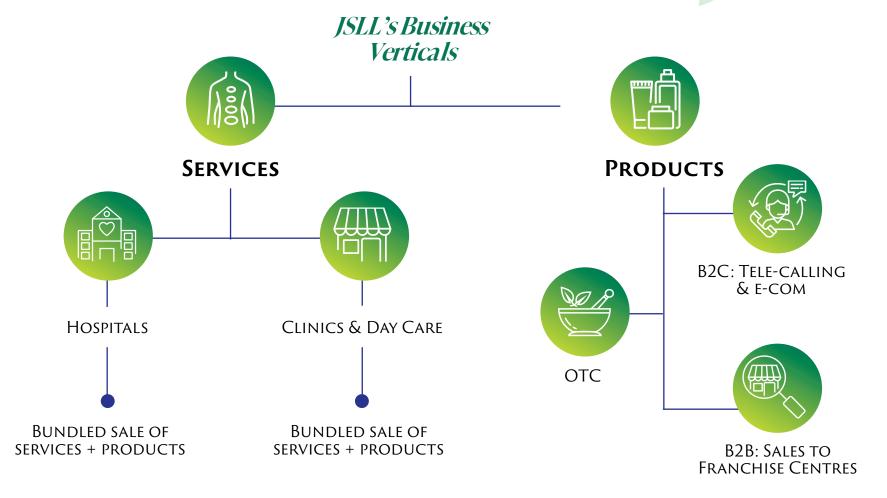
SIGNIFICANT CROSS-SELLING & **LEAD-GENERATION OPPORTUNITIES BETWEEN BOTH VERTICALS:** 

- MEDICINE/PRODUCT CUSTOMERS VISIT HEALTH CARE CENTRES FOR A MORE HOLISTIC TREATMENT
- HEALTH CARE CENTRES PATIENT'S CONSUME MEDICINES FOR MEDIUM-TO-LONG TENURE POST-TREATMENT

₹254 Cr | 54% REVENUE (FY25)



# JSLL's Business Structure





# UNIQUE BUSINESS MODEL

- To benefit from significant operating leverage of services vertical
- 2. Well-supported by healthy cash-generation from high-margin products vertical
- 3. Significant cross-selling & synergies between both the verticals

# JSLL's Unique Capital-light Approach



# Low CAPEX per bed

- Setup cost of ₹3-4 lakh per bed (a typical 100 bed facility)
- Setup at custom-made leased facilities
- Limited investments in panchakarma bed & equipment





# Mix of own & franchise assets

- 36/116 facilities are under franchisees: typically, clinics & day care are operated by franchisees
- Investment & day-to-day operations run by franchisees
- Ayurveda doctors at franchisees on JSLL's payroll & ayurveda medicines exclusively supplied by JSLL





- Clinics & day-care facilities feeding sales funnel of hospitals in the vicinity
- OPD footfall driving IPD volumes







### Resulting in:

- Superior ROCE's 71%\*
- Ability to scale rapidly
- Nurturing a robust balance sheet (debt-free)

\*3Y Average ROCE

JSLL's Flywheel Effect



Quality services, effective treatment, creating satisfied patients



Satisfied patients in-turn create the best word-of-mouth marketing

> Higher Growth



More patients volumes drive larger scale of operations



1111



More facilities, better doctors, and **higher operating efficiencies**  Satisfied Patients



Better ROCE



Larger scale & efficiency allowing cost-effective treatment

# Robust Sales Funnel

#### SOCIAL MEDIA CHANNELS:

youtube.com/@Chikitsaguru

1.06M subscribers

3.9K videos

youtube.com/@haveshuddhi

519K subscribers

2.8K videos)

youtube.com/@HIIMSOfficial

623K subscribers

3.1K videos

facebook.com/GuruManishAyurveda/

328K Likes

1.1M Followers

facebook.com/HaveShuddhi/

257K Likes

777K Followers

facebook.com/hiimsofficial

390K likes

1.6M followers

facebook.com/shuddhiclinic

102K likes

269K followers

instagram.com/haveshuddhi

294K followers

instagram.com/shuddhiclinics

282K followers

instagram.com/hiimsofficial

788K followers

instagram.com/chikitsaguru

**764K** followers

72-HOUR HEALTH CARE CAMPS organised (Q1FY26)

**CUMULATIVE** VISITORS AT HEALTH CARE CAMPS (O1FY26)

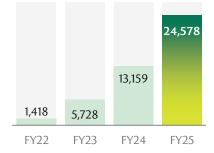
Health care camps serving as a direct source of revenue as well as leads for hospitals CUMULATIVE OPD, COD & VC **CUSTOMERS SERVED:** 

(IN LAKHS)



ALL RESULTING IN GROWING IPD **VOLUMES:** 

(#)







NATIONAL & REGIONAL TV PRESENCE:

abp R. भारत











Continuously & proactively in touch with customers through Client Support Centre marketing

**Proactive Social Media Presence** 

**Client Support Centre Marketing** 

Presence on National & Regional TV, Radio, News Papers and Cinema

**E-Com Sales Channel** 

**Health Care Camps** 

**OPD & Medicine Customers** 

**IPD Patients** 



# Attractive *Unit Economics*



# Typical CAPEX of a 100-bed facility

Furniture & fixtures: ~₹45-50 lakhs

Medical equipment: ~₹60-65 lakhs

Others-Infra (varying at each facility): ~₹150-250 lakhs

Total: ₹250-350 lakhs Per bed: ₹3-4 lakhs



# OPEX of a 100-bed facility (monthly)

#### **Fixed Costs**

Typical team size:

- ~20 ayurveda doctors
- ~80 support-staff
- ~100 contractual staff ₹50-55 lakhs monthly payroll

### Rent

₹10-12 lakhs monthly depending upon location

### **Variable Costs**

Minimal consumables, electricity & operating expenditure ~12-15% of sales





# ₹8,287/day/bed\* Bundled of Panchakarma service per day per bed

~₹300 lakhs#
monthly revenue potential
at 100% occupancy levels
of a 100-bed facility

### ~35%

Approximate break-even occupancy levels as per standard operating expense structure

\*Rounded off #Including sale of medicines



# Swift paybacks Superior ROCEs (%)

12-18 months for a hospital to reach 70% (respectable utilization)

Payback period of investment <6 months, even lesser for smaller hospitals

# Positioned for *Leadership*



### **INSURANCE EMPANELMENT'S**

































#### GOVERNMENT PANEL

- Delhi CGHS, CAPF, DDA, CBSE, CWC, CSIR, BIS, MMTC, Navodaya
- · Raiasthan CGHS, RGHS, ECHS, CAPF
- · Haryana CGHS, CAPF, DDA, CBSE, CSIR, CWC, BIS, **RGHS**
- Karnataka CGHS
- · Uttar Pradesh CGHS, CAPF, DDA, CBSE, CWC, CSIR, BIS, MMTC, DGHS
- · Maharashtra CGHS, CAPF, AIR INDIA
- Punjab CAPF, CGHS

### FINTECH-FINANCING



ZETOPE





### THE SEVEN CENTRAL ARMED POLICE FORCES



AR - Assam Rifles

**BSF** – Border Security Force

CISF - Central Industrial Security Force

CRPF - Central Reserve Police Force

ITBP - Indo-Tibetan Border Police

**NSG** - National Security Guard

SSB - Sashastra Seema Bal



CERTIFIED **AYURVEDA DOCTORS** 

SUPPORTING **HEALTH CARE** PERSONNEL

Incentive structures of doctors aligned to serve patients well & run efficient operations



# Franchisees

**FRANCHISEE OPFRATED HEALTH CARE CENTRES** 

# CAPEX & **OPEX**

(EX-DOCTOR PAYROLL) BORNE BY FRANCHISEE PARTNER

### **ENSURING QUALITY** THROUGH EXCLUSIVE ISLL **TEAM & PRODUCTS**

- Ayurveda doctors & medical staff at franchise centres on JSLL's payroll
- Exclusive sales of JSLL's ayurveda product portfolio through bundled offerings (consultation + products)





# **Patients**

Enabling quality & affordable alternate health care solutions

Superior customer support service through dedicated health care contact centre

Patient-centric approach generating repeat business

Word-of-mouth is the best marketing tool

# Positioned for *Leadership*

# Market leadership

- ~9% share of Jeena Sikho in NABH Accredited Panchakarma Clinics (127 all over India)
- ~9% share of Jeena Sikho in NABH Accredited AYUSH Hospitals (374 all over India)
- Leading organised player in Ayurveda healthcare chain with 45 NABH accredited hospitals & clinics
- Further, additional 3 NABH accreditations for AYUSH Hospitals in pipeline



*45* + *3* 

ACTUAL | IN-PIPELINE
NABH ACCREDITED
HOSPITALS & CLINICS

NABH ACCREDITED DATA AS ON  $5^{\text{TH}}$  August 2025



# Humongous size of opportunity

- India has an estimated ~1.9 million hospital beds as per CDDEP
- There is a large, unserved need for alternate medicine



# Corporate governance

- Consistent & growing dividend payout in FY23, FY24 and FY25
- Audit committee chaired by an Independent Director
- 3. Engaging in regular investor communication through presentations & conference calls
- 4. Migrated to mainboard after meeting all mainboard listing criteria's in August 2025







# Hub-and-spoke Geographical Expansion

55
HOSPITAL

61
CLINICS &
DAYCARE CENTRES

23
STATES

**100**+ CITIES & TOWNS

2,179

BEDS OPERATIONAL 391 Beds

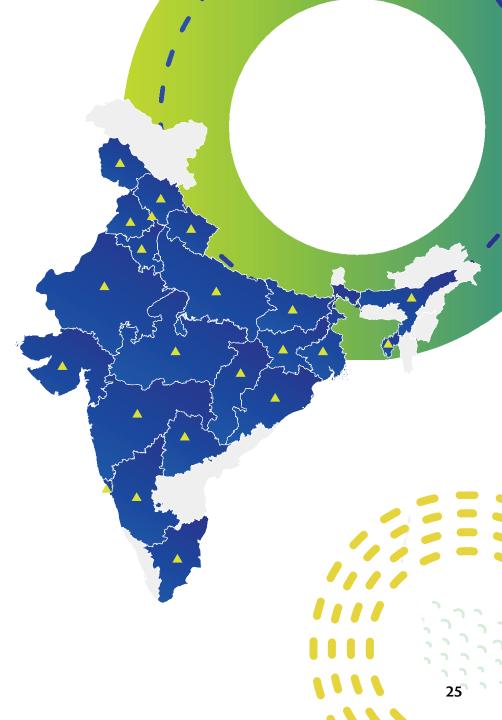
RECENTLY ADDED

*360* 

Beds in Pipeline 5

FACILITIES IN PIPELINE

Assam	1 hospital
Bihar	1 hospital   10 franchise
Chandigarh	1 hospital
Chhattisgarh	2 hospital   1 franchise
Delhi	3 hospital   7 clinic   1 franchise
Goa	1 hospital
Gujarat	3 hospital   1 clinic   1 franchise
Haryana	6 hospital   1 clinic   5 franchise
Himachal Pradesh	2 clinics
Jammu and Kashmir	1 franchise
Jharkhand	1 hospital   1 clinic   1 franchise
Karnataka	1 hospital
Maharashtra	4 hospital   1 clinic   4 franchise
Madhya Pradesh	2 hospital   1 clinic   1 franchise
Odisha	2 franchise
Punjab	3 hospital   5 clinic   1 franchise
Rajasthan	10 hospital
Tamil Nadu	1 hospital
Telangana	1 hospital
Tripura	1 franchise
Uttar Pradesh	12 hospital   4 clinic   5 franchise
Uttarakhand	1 hospital   1 franchise
West Bengal	1 hospital   2 clinic   1 franchise



# Key Health Care Facilities



Manesar,

SINCE

100

**BEDS** 

Gurugram

MAY-2025

Meerut, **Uttar Pradesh** 

SINCE DEC-2022

**612** BEDS

NABH ACCREDITED



NABH ACCREDITED

JUN-2022

Lucknow.

SINCE

115

**BEDS** 

Uttar Pradesh



NABH ACCREDITED

Derabassi,

SINCE

113

**BEDS** 

Punjab nearby

Chandigarh

OCT-2020



NABH ACCREDITED

SINCE

163

**BEDS** 

Navi Mumbai.

Nov-2022

Maharashtra



NABH ACCREDITED

Panchkula.

Haryana

AUG-2024

SINCE

70

**BEDS** 





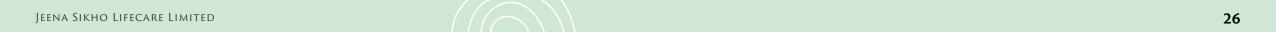












# Health Care Camps Case Studies

We conduct regular health care camps each month

Average ~30% conversion of camp attendees for IPD treatments

# Meerut Camp

Dates: 27<sup>th</sup> to 29<sup>th</sup> June State Name: Uttar Pradesh

**DURATION:** 3 DAYS

106

**VISITORS ATTENDED** 

~₹56 lakhs

**DIRECT BUSINESS GARNERED** 

# Meerut Camp

**DATES:** 23<sup>RD</sup> TO 25<sup>TH</sup> MAY **STATE NAME:** UTTAR PRADESH

**DURATION:** 3 DAYS

*78* 

**VISITORS ATTENDED** 

~₹42 lakhs

**DIRECT BUSINESS GARNERED** 

# Meerut Camp

**DATES:** 24TH TO 27<sup>TH</sup> APRIL **STATE NAME:** UTTAR PRADESH

**DURATION: 4** DAYS

71

**VISITORS ATTENDED** 

~₹37 lakhs

**DIRECT BUSINESS GARNERED** 





# Meerut Camp

DATES: 28<sup>TH</sup> FEBRUARY TO 2<sup>ND</sup>

MARCH &

21st to 23rd March

**STATE NAME: UTTAR PRADESH** 

**DURATION:** 3 DAYS **75** + **103** 

**VISITORS ATTENDED** 

~₹68 lakhs

**DIRECT BUSINESS GARNERED** 

# Meerut Camp

**DATES:** 21<sup>ST</sup> TO 23<sup>RD</sup> FEBRUARY **STATE NAME:** UTTAR PRADESH

**DURATION:** 3 DAYS

*87* 

**VISITORS ATTENDED** 

~₹34 lakhs

**DIRECT BUSINESS GARNERED** 

# Meerut Camp

DATES: 24TH TO 26TH JANUARY &

27<sup>TH</sup> TO 29<sup>TH</sup> DECEMBER

**STATE NAME: UTTAR PRADESH** 

**DURATION:** 3 DAYS

*101 + 76* 

**VISITORS ATTENDED** 

~₹67 lakhs

**DIRECT BUSINESS GARNERED** 

# Research Papers Published by *Jeena Sikho* (1/2)



#### FEBRUARY-25

Management Of Early-Stage **Breast Cancer** With Ayurveda: A Case Study



#### CLICK HERE





#### DECEMBER-24

Successful Ayurvedic Management Of Chronic **Psoriasis** (Ekakustha): A Case Report



#### CLICK HERE

JULY-DEC 2024

On The Integrative Management Of Chronic Kidney Disease:

CLICK HERE

### Effective

FEBRUARY-25

Management Of Renal Calculi (Mutrashmari) With An Avurvedic Treatment: A Case Report



CLICK HERE

#### FEBRUARY-25

Revitalizing Fertility: A Case Report On The Ayurvedic Management Of Oligospermia (Shukrakshaya)



CLICK HERE

### OCTOBER-24

Clinical **Evaluation Of** Chronic Kidney Disease Management: Integrating Lifestyle Modification And Ayurveda



#### CLICK HERE

#### OCTOBER-2024

Evaluating The Impact Of Ayurvedic Interventions On Renal Health In Chronic Kidney Disease: A Case Study Analysis



#### CLICK HERE

#### DECEMBER-24

Integrating Ayurvedic Panchkarma In The Management Of Chronic Kidney Disease: A Clinical Case Report



#### CLICK HERE

### DECEMBER-24

Holistic Strategies In Chronic Kidney Disease: Case Report On The Impact Of Ayurvedic Treatment



### DECEMBER-24

Holistic Management Of Gallbladder Stones (Pittashmari): A Case Study



#### CLICK HERE

### NOV-DEC 2024

A Case Study For Integrating Ayurvedic Panchkarma Therapies For Management Of Chronic Kidney Disease



#### CLICK HERE

### SEPT-OCT 2024

Integrating Ayurveda In Chronic Kidney Disease Management



#### CLICK HERE

#### OCTOBER-2024

Integrative Management Of Chronic Kidney Disease: A Case Report On The Efficacy Of Avurvedic Panchkarma Therapy In Advanced CKD



Colombia de Colombia de La Colombia de Col Continue of the State of the St A Case Report An Ayurvedic Approach

#### **IULY-2024**

Ayurvedic Management Of Stage IV Chronic Kidney Disease



#### November-24

Ayurvedic Management Of Stage V Chronic Kidney Disease



#### CLICK HERE

#### **JAN-JUNE 2024**

Exploring Ayurvedic Interventions In Chronic Kidney Disease With Hypertension: A Case Report

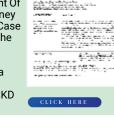


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### JULY-DEC 2024

Evaluating The Efficacy Of Avurvedic Treatments In Stage V Chronic Kidney Disease: A Case Report











# Research Papers Published by *Jeena Sikho* (2/2)



MAY-25

MAY-25

Therapeutic

Granthi with

Ayurveda

Management of

Uterine Fibroid/

Garbhashayagata

Resolvina Azoospermia (Shukra Kshaya) with an Ayurvedic Approach





MAY-25

Integrative

Ayurvedic

Report and

Insights

MAY-25

Integrative

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Disease

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Highlighting the

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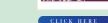
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**JULY-25** Ayurvedic Management of Prameha (Diabetes): A Case Study









**"我们想到你没有的事情,我就没有** 

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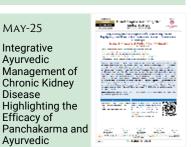
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MAY-25

Comprehensive

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Disease: A Case

Integrative

Ayurvedic

Report

**JUNE-25** 

Ekkustha

(Psoriasis)

Ayurvedic

Treatment): A

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(Skin Disease)

Management by



MAY-25

Avurvedic

Approach

Health and

Wellbeing

Report

APRIL-25

Integrative

Ayurvedic

Management of

Chronic Kidney

Disease Stage V:

A Case Study on

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Efficacy and

Patient

Outcomes

**JULY-25** 

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Treatment: A

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Ayurvedic

**Enhancing Renal** 

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Disease: A Case



















MAY-25

Ayurvedic

Report"

June-25

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of Uncontrolled

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Mellitus with

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(Aamvata) through Ayurvedic Medicine and Panchakarma: A Case Study



CLICK HERE



Accuracy in the Diagnosis of **Diabetes Mellitus** with Speedy Reversal through Ayurvedic Management for Prameha Vyadhi: A Case Study



CLICK HERE

IUNE-25

An Ayurvedic Intervention in Management of Adenomyosis (Bulky Uterus): A Case Report





# Comprehensive Healthcare Services – 1/2

# Health Care Services Offered



IN-PATIENT
DEPARTMENT
(IPD) THROUGH
HOSPITALS



OUT-PATIENT
DEPARTMENT
(OPD) VIA CLINICS
& DAYCARE CENTRES



72-HOUR HEALTH CAMPS



PANCHAKARMA THERAPIES



MEDICAL-KITS



**DIET CARE** 

# Comprehensive Healthcare Services – 2/2

# Ailments Treated



**Thyroid** 



Obesity & Weight Loss





Cholesterol



Migraine



**Depression** 



**Joint Pain** 



**Back Pain** 



Eye **Treatment** 



**Acidity &** Gas



**Anxiety** 



**Psoriasis** 



Ulcer



Sexually **Transmitted** Diseases



**Fissure** 



**Skincare** 



Leukoderma



**Asthma** 





# Ayurveda Product Portfolio



# Our Top Selling Products























# Existing sales channels

- **CLIENT SUPPORT CENTRES** & E-COM
- AT HEALTH CARE CENTRES

Tapping OTC sales channel at pharmacies with new product launches

*330+* **SKUS IN PORTFOLIO** 

~85% **OVERALL GROSS** MARGINS IN PRODUCT

# OTC Product Portfolio



# Product Launched

Pet Yakrit Pleeha Shuddhi Kit



# **Upcoming Products**

- 1. DR. LVR (60 TABLET)
- 2. Dr. KIDNEY CARE (90 TABLETS)
- 3. Dr. Madhu Care- 60 Tabelts
- 4. DR. SUKOON- 60 TABLETS
- 5. DR. BP CARE- 60 TABLETS
- 6. NUTRIROZ 32 HERBS
- 7. NUTRIROZ 42 HERBS
- 8. GYNO XPERT SYRUP- 500 ML.
- 9. JOD XPERT OIL- 120 ML
- 10. RAKT SHUDDHI SYRUP- 500 ML.



ALL PRODUCTS COMPLIANT WITH AYUSH STANDARDS

# Client Support Centre Operations

Dedicated health care Client Support Centre for proactive sales & customer support operations:

Driving customer order placement & processing for medicine portfolio

Ensuring repeat business & continued association with customers

Consumer support & grievance redressal

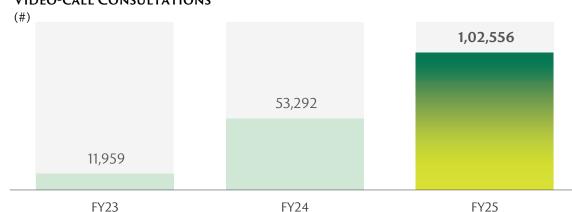
Facilitating sales leads for health care centres

Administering virtual & telephonic consultation through in-house doctors

Guidance on insurance facilities



### **VIDEO-CALL CONSULTATIONS**



# Customer Testimonials

### Comedian Bharti Singh's Mother

When Mrs. Singh was admitted to our facility, allopathic doctors had advised her to take dialyses but she avoided this course of action. Since she began her treatment, she noticed significant improvement in her health. She was on insulin for 20-25 years before she came to Jeena Sikho Lifecare. Within 4 days, she was off the insulin.

VIEW THE VIDEO

### Mr. Rajesh Narang, Derabassi

He was suffering since 2013 and had already taken over seven chemo sessions, ultimately having to hear that it is not curable. After coming to Jeena Sikho and undergoing all the treatment for a week, he is feeling much better and a hope that he will be cured.

VIEW THE VIDEO

### Prime Minister Narendra Modi's Brother

When Modi ji's brother came to us he used to undergo dialyses twice a week wherein 4.5 litres of water was removed from his body. Now the water content has reduced to 3 litres and he is looking forward to being free from dialysis soon.

VIEW THE VIDEO

### Mr. Vivek Kumar, Chandigarh

A Liver Cirrhosis patient for five years, taking multiple treatments. After getting in touch with Acharyaji, he has now stopped his allopathy medicines.

▶ VIEW THE VIDEO

### Smt. Neeta Kapoor

In 2017 when she came to Jeena Sikho, her heart pulse were very low, had fatty liver, high uric acid, high lipid profile. Other doctors had advised her to use pacemaker, otherwise her heart won't function properly. She had consulted doctors across India and abroad too. But after getting in touch with Jeena Sikho, her heart pulse has improved and all other problems are in control.

▶ VIEW THE VIDEO

### Mr. Vivek Oberoi

He came to Jeena Sikho seeking true wellness through balance of mind and body. Guided by Acharya Manish, he began daily Shatayu Tea and learned meditation for lasting peace and mental stability. Now, he meets challenges with self-awareness and clarity. Grateful to Acharya Manish and our team, he proudly supports our mission to uplift the health and happiness of every Indian.

▶ VIEW THE VIDEO

### Mr. Rajiv Thakur

When our clients' parents came to Jeena Sikho after years of declining health, Acharya Manish's personalized Ayurvedic care began reversing chronic issues within just three months. Half of their conditions have already healed, with steady progress on the rest. More than caregivers, our team fearlessly advocates for patients, challenging medical doubt with results.

▶ VIEW THE VIDEO

### Mr. Akshay Kumar

When he experienced a 14-day Ayurvedic retreat, he left behind TV, phones, and junk food—embracing white kurta-pajamas, wholesome meals. He felt lighter, more peaceful, and renewed—like discovering a hidden paradise. The experience helped him truly understand the value of traditional treatments, including Ayurvedic medicines and therapies..

▶ VIEW THE VIDEO

### Mr. Ashwini Upadhyay

When top hospitals recommended knee surgery for his father, he came to our HIMS Chandigarh centre - just ten days of Ayurvedic and rehab care had his father walking pain-free, no surgery needed. These recoveries show our commitment to effective, affordable healing.

▶ VIEW THE VIDEO

### Dr. Suresh Chavhanke

A respected journalist brought his father - told he needed surgery - to Jeena Sikho. Just two and a half weeks of Ayurvedic and Panchakarma care, his father's reports came back clear. A powerful example of our compassionate, evidence-based healing.

▶ VIEW THE VIDEO



# Outlook

01

IMPROVE
UTILIZATION RATES
OF EXISTING ASSETS



LAUNCH NEW CENTRES & BED ADDITION IN EXISTING CENTRES



TAP OTC SALES
CHANNEL FOR
MEDICINE SALES



EXPAND PORTFOLIO: LAUNCH NEW PRODUCTS



ENABLEMENT
OF CASHLESS INSURANCE
TO AID VOLUMES



EXPECTED INCREASE IN COVERAGE UNDER GOVERNMENT PANEL / AYUSH



Overseas Expansion beginning with U.A.E.

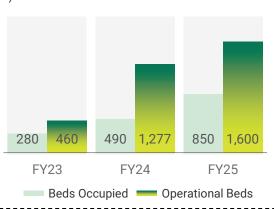




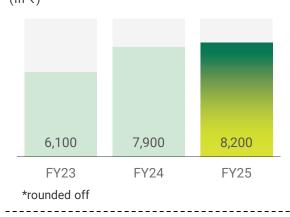


# Key Operating Metrics

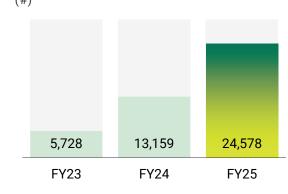
# Operational Beds & Occupancy



**Avg.** Revenue Per Bed\* (In ₹)



IPD Patient Volumes



**OPD Patient Volumes** 

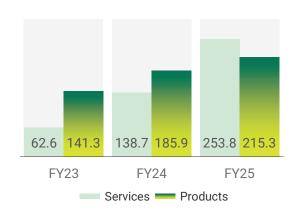
(# Lakh)



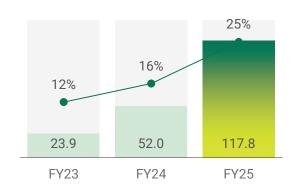
Medicine Order Volumes (# Lakh)



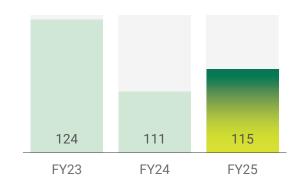
Revenue-mix (In ₹ Crore)



Govt. Panel Revenue (In ₹ Crore & %)



Active Operational Centres (#)



# **5Y Income** Statement



(In ₹ Lakhs)

PARTICULARS	FY21	FY22	FY23	FY24	FY25
REVENUE FROM OPERATIONS	13,581	14,645	20,390	32,441	46,907
GROSS PROFIT	11,884	12,971	18,193	29,298	41,084
GROSS PROFIT MARGIN (%)	88%	89%	89%	90%	88%
OPERATING EXPENSES	10,196	11,159	13,586	19,999	28,596
EBITDA	1,688	1,812	4,608	9,299	12,488
EBITDA MARGIN (%)	12%	12%	23%	29%	27%
DEPRECIATION & AMORTISATION	246	331	313	510	871
EBIT	1,442	1,482	4,295	8,789	11,617
FINANCE COST	130	114	70	41	51
OTHER INCOME	107	149	228	644	641
PROFIT BEFORE TAXES	1,419	1,517	4,453	9,392	12,207
TAXES	389	390	1,079	2,471	3,134
PROFIT AFTER TAXES	1,029	1,127	3,374	6,921	9,073
PROFIT AFTER TAXES MARGIN (%)	8%	8%	16%	21%	19%
EARNINGS PER SHARE (₹)	10.19	11.15	13.69	27.84	36.50

Note: EPS for FY24 & FY23 takes into account bonus shares issued in November 2023

Jeena Sikho Lifecare Limited

# 5Y Balance Sheet



(In ₹ Lakhs)

PARTICULARS	FY21	FY22	FY23	FY24	FY25
TOTAL EQUITY	2,395	3,656	12,580	19,225	27,302
NON-CURRENT LIABILITIES	92	117	63	88	302
BORROWINGS	15	81	54	32	43
CURRENT LIABILITIES	2,428	2,383	2,460	2,741	5,227
BORROWINGS	1,188	663	27	22	1,030
TRADE PAYABLES	328	463	607	446	950
TOTAL EQUITY & LIABILITIES	4,915	6,155	15,103	22,053	32,831
NON-CURRENT ASSETS	2,306	3,951	7,355	7,619	17,615
PROPERTY, PLANT AND EQUIPMENT	2,250	2,822	5,969	6,683	9,234
CAPITAL WORK-IN-PROGRESS	0	504	113	350	1,123
CURRENT ASSETS	2,609	2,204	7,748	14,434	15,216
INVENTORIES	928	576	410	350	295
TRADE RECEIVABLES	324	897	2,207	4,119	9,763
CASH AND CASH EQUIVALENTS	896	257	3,239	6,201	2,596
TOTAL ASSETS	4,915	6,155	15,103	22,053	32,831

# 5Y Cash Flow Statement



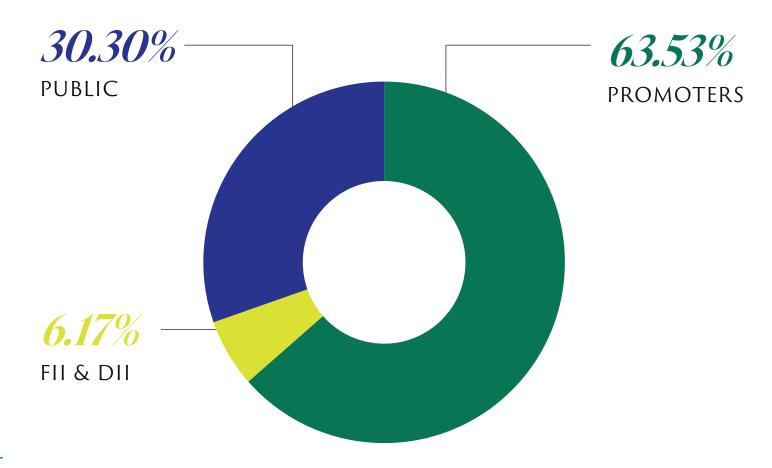
(In ₹ Lakhs)

PARTICULARS	FY21	FY22	FY23	FY24	FY25
CASH FROM OPERATING ACTIVITIES	1,752.76	1,747.95	1,716.94	3,668.93	6,862.68
CASH FROM INVESTING ACTIVITIES	(858.90)	(1,963.76)	(5,723.16)	(1,804.61)	(7,036.81)
CASH FROM FINANCING ACTIVITIES	(153.22)	(451.08)	4,800.34	(344.39)	(69.14)
NET CASH FLOW	740.64	(666.89)	794.12	1,519.93	(243.27)
CASH AT BEGINNING OF YEAR	143.66	884.30	217.42	1,011.54	2,531.47
CASH AT END OF YEAR	884.30	217.41	1,011.54	2,531.47	2,288.20

# Market *Statistics*



NSE Symbol	<u>JSLL</u>
BSE Scrip Code	<u>544476</u>
Listing Date - NSE - BSE	April 19, 2022 August 11, 2025
Current Market Price	₹654.00
52 Week High/Low	₹669.70/₹241.00
Shares Outstanding	12.43 Cr
Market Capitalization	₹8,129.27 Cr
Industry Classification	Healthcare



Note: Market Price Data as on 14th August 2025

Note: Shareholding Data as on 30th June 2025

Jeena Sikho Lifecare Limited

# Contact Us

### **CONTACT DETAILS**

NANAK CHAND
CHIEF FINANCIAL OFFICER
EMAIL ADDRESS:
INVESTORS@JEENASIKHO.COM



JEENA SIKHO LIFECARE LIMITED

SCO 11, FIRST FLOOR, KALGIDHAR ENCLAVE,
KALKA SHIMLA HIGHWAY, NEAR K-AREA
ROAD, BALTANA LIGHT POINT, ZIRAKPUR,
DISTRICT MOHALI, PUNJAB - 140604

# INVESTOR PRESENTATION Q1FY26 | AUGUST 2025





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