

To,
The Manager,
Listing Compliance Department
National Stock Exchange of India Ltd.
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai-400051

SYMBOL: JSLL
ISIN: INE0J5801011

Sub: Intimation of Investor Presentation-Financial Results for half year ended and Financial Year ended March 31, 2025.

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of Investor Presentation on Audited Financial Results for half year ended and Financial Year ended March 31, 2025.

This presentation is being used during the earning concall scheduled on Tuesday, 20th May, 2025 at 02:00 P.M. (IST).

The aforesaid information is also made available on the website of the Company at www.jeenasikho.com.

Kindly take the above intimation on your record.

For Jeena Sikho Lifecare Limited

MANISH Digitally signed by
MANISH GROVER
GROVER Date: 2025.05.17
17:38:41 +05'30'

Manish Grover
Managing Director
DIN: 07557886

Date: May 17, 2025
Place: Mohali

JEENA SIKHO LIFECARE LIMITED

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

Registered Office Address:

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

Corporate Office Address:

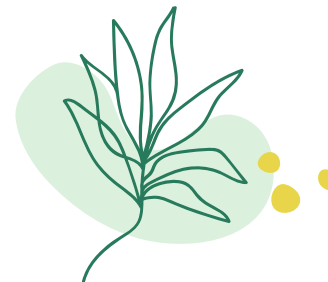
B-26, Opp. Metro Pillar No. 223, Rohtak Road,
New Multan Nagar, Delhi - 110056
Email ID: cs@jeenasikho.com | www.jeenasikho.com

Empowering Holistic Health & Wellness

JEENA SIKHO LIFECARE LIMITED

Jeena Sikho

Shuddhi
AYURVEDA CLINICS & HOSPITALS



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

INVESTOR PRESENTATION

FY25 | MAY 2025





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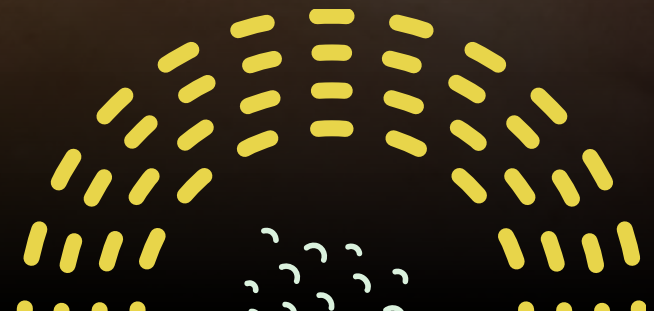
HALF-YEARLY PERFORMANCE HIGHLIGHTS
Key Financial Milestones and Insights



01



Introduction to
*Jeena Sikho
Lifecare*





An emerging health crises:

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



50

OPERATIONAL
HOSPITALS



1,600

BEDS OPERATIONAL



573 Beds

RECENTLY ADDED



100+

CITIES & TOWNS
COVERED

65

OPERATIONAL CLINICS &
DAY CARE CENTRES

1,218

BEDS IN PIPELINE

23

STATES COVERED



47%

3Y TOP LINE CAGR[^] -
ONE OF THE FASTEST
GROWING HEALTHCARE
ENTERPRISE



330+

SKUS IN AYURVEDA
MEDICINE & PRODUCT
PORTFOLIO



71%

ROCE* - CAPITAL-LIGHT
BUSINESS MODEL



NSE

LISTED ON NSE
SINCE APRIL 2022



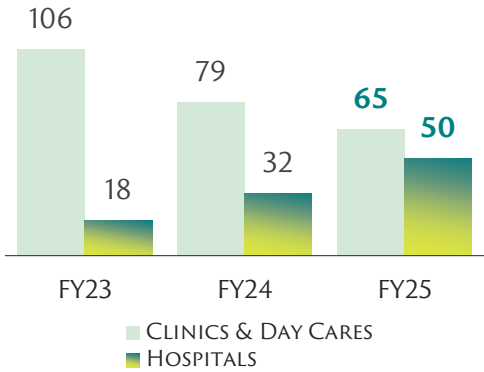
Journey so far

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

Raised growth capital to expand in both verticals

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

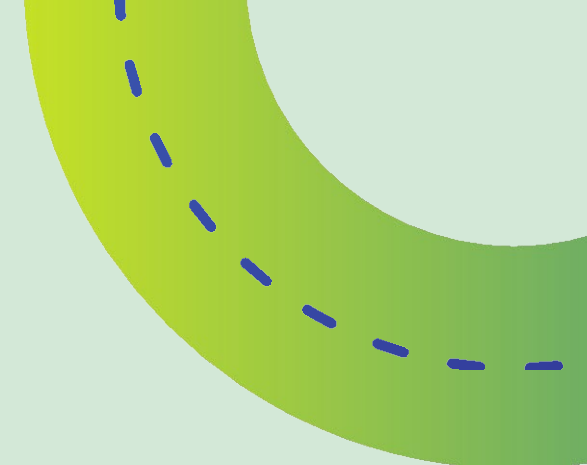
Achieved landmark revenue of **₹324 Cr**

2025

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



Guiding Force behind Jeena Sikho



*Mr. Manish
Grover*

MANAGING
DIRECTOR



*Mrs. Bhavna
Grover*

WHOLE TIME
DIRECTOR

*Ms. Shreya
Grover*

DIRECTOR

*Mr. Karan Vir
Bindra*

INDEPENDENT
DIRECTOR

*Mr. Chandan
Kumar Kaushal*

INDEPENDENT
DIRECTOR

*Mr. Nanak
Chand*

CHIEF FINANCIAL
OFFICER

*Mr. Gaurav
Mohan Garg*

BUSINESS
DEVELOPMENT HEAD

*Mr. Sahil
Jain*

OPERATIONS
HEAD

*Dr. Nidhi
Punia*

DOCTOR

Dr. Raghuendra

DOCTOR

*Mr. Kapil
Dev*

BUSINESS DEVELOPMENT
MANAGER

*Ms. Akansha
Jain*

HR HEAD

*Mr. Mukesh
Grover*

ADMINISTRATION
HEAD

*Mr. Pradeep
Kumar Thakur*

MANAGER
OPERATIONS - CLINIC

Dr. Suyash

DOCTOR

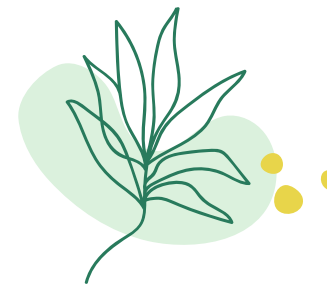
*Ms. Namrta
Chaudhary*

CLIENT SUPPORT
CENTRE HEAD

*Dr. Avira
Gautam*

DOCTOR

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 डाक्टर 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.



02

Unique Business

Model Positioning

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

₹254 Cr

REVENUE (FY25)

54%

CONTRIBUTION (FY25)



Ayurveda health care products

- SALES GENERATION OUT OF COMPANY HEALTH CARE CENTRES, TELE-CALLING CENTRE, AND E-COM
- PRODUCT PORTFOLIO WITH ~85% GROSS MARGINS
- MANUFACTURING OUTSOURCED TO A RELIABLE NETWORK OF THIRD-PARTY MANUFACTURERS
- HEALTHY CASH GENERATION FROM THIS VERTICAL

₹215 Cr

REVENUE (FY25)

46%

CONTRIBUTION (FY25)

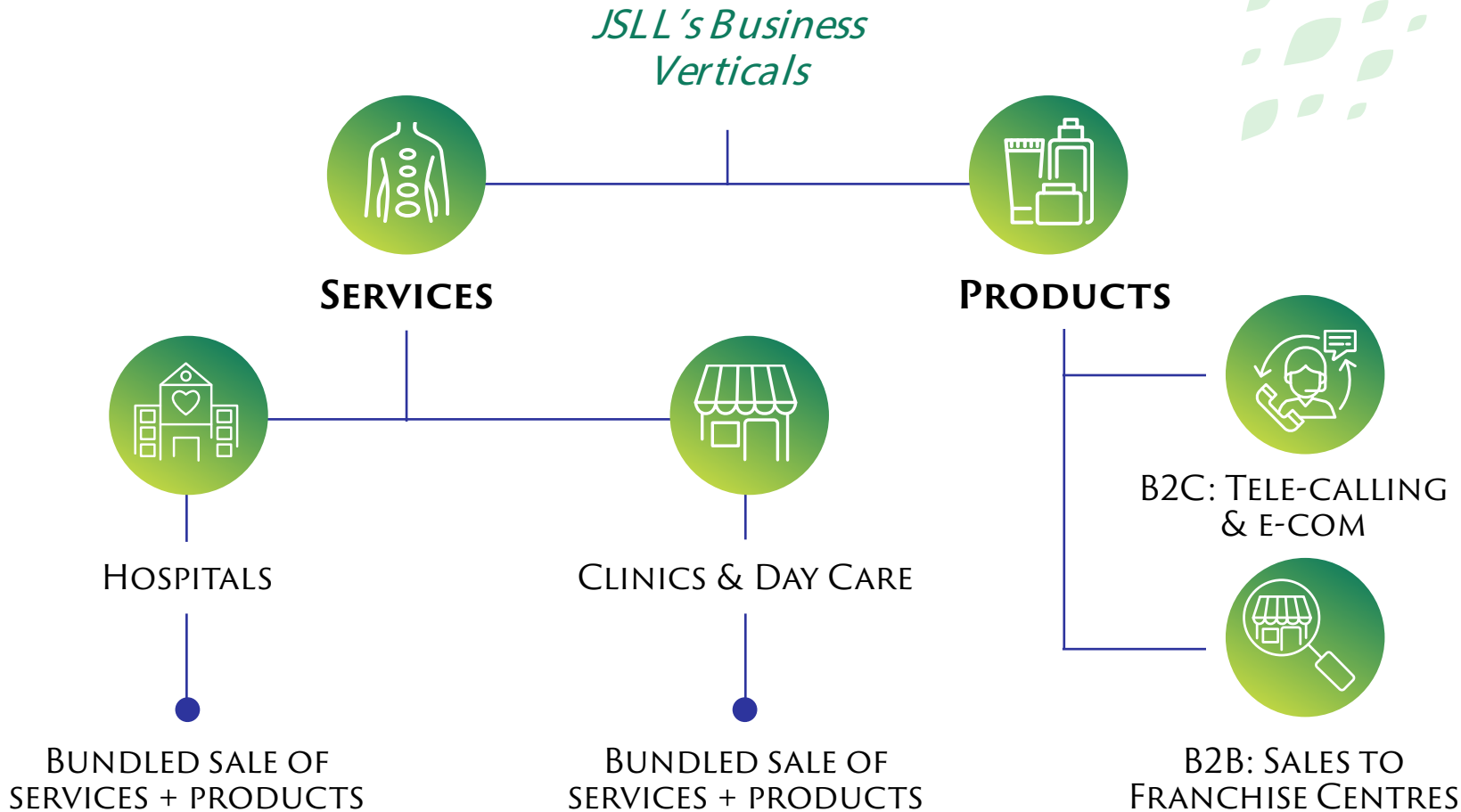


Significant synergies between the two verticals

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

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

JSLL's *Business Structure*



UNIQUE BUSINESS MODEL

1. 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

- 38/115 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



Unique hub-and-spoke model

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



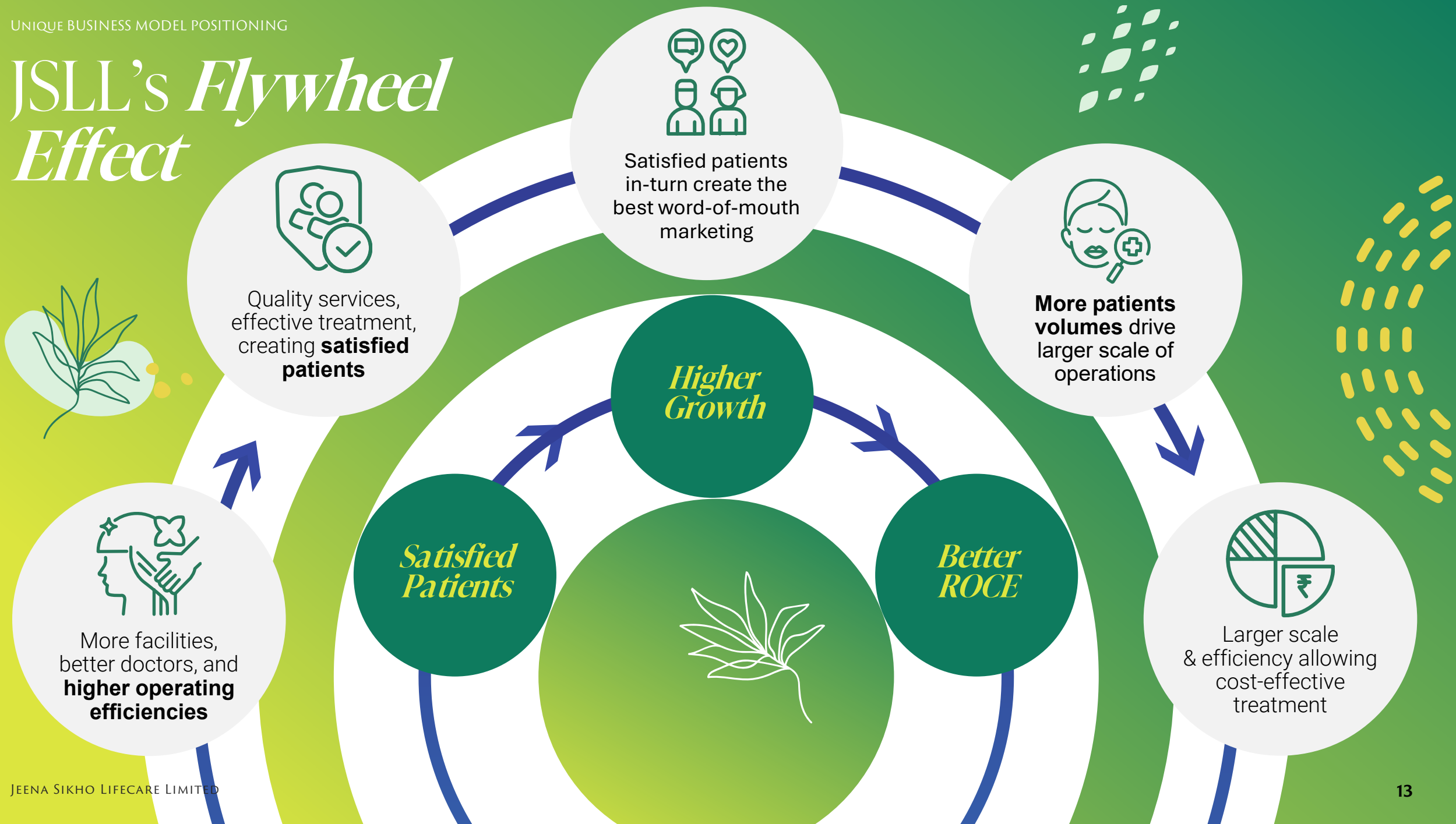
Capital-light business model

Resulting in:

1. Superior ROCE's – 71%*
2. Ability to scale rapidly
3. Nurturing a robust balance sheet (debt-free)

*3Y Average ROCE

JSLL's *Flywheel Effect*



Robust Sales Funnel



SOCIAL MEDIA CHANNELS:

[youtube.com/@Chikitsaguru](https://www.youtube.com/@Chikitsaguru)
1.01M subscribers
3.3K videos

[youtube.com/@haveshuddhi](https://www.youtube.com/@haveshuddhi)
494K subscribers
2.3K videos)

[youtube.com/@HIIMSOOfficial](https://www.youtube.com/@HIIMSOOfficial)
598K subscribers
2.6K videos

[facebook.com/GuruManishAyurveda/](https://www.facebook.com/GuruManishAyurveda/)
3.1 Lakh Likes
8.7 Lakh Followers

[facebook.com/HaveShuddhi/](https://www.facebook.com/HaveShuddhi/)
2.6 Lakh Likes
7.5 Lakh Followers

[facebook.com/hiimsofficial](https://www.facebook.com/hiimsofficial)
3.7 Lakh likes
14 Lakh followers

[facebook.com/shuddhiclinic](https://www.facebook.com/shuddhiclinic)
1 Lakh likes
2.7 Lakh followers

[instagram.com/haveshuddhi](https://www.instagram.com/haveshuddhi)
284K followers

[instagram.com/shuddhiclinics](https://www.instagram.com/shuddhiclinics)
286K followers

[instagram.com/hiimsofficial](https://www.instagram.com/hiimsofficial)
794K followers

[instagram.com/chikitsaguru](https://www.instagram.com/chikitsaguru)
794K followers

NATIONAL & REGIONAL TV PRESENCE:



CLIENT SUPPORT CENTRE:

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

18

72-HOUR HEALTH
CARE CAMPS
ORGANISED (FY25)

1,244

CUMULATIVE
VISITORS AT HEALTH
CARE CAMPS (FY25)

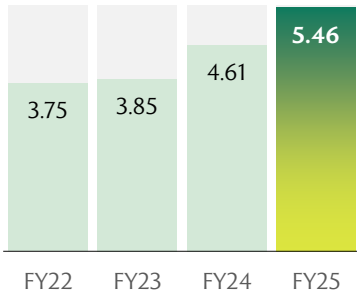
Health care camps serving
as a direct source of revenue
as well as leads for hospitals



Health Care
Camps

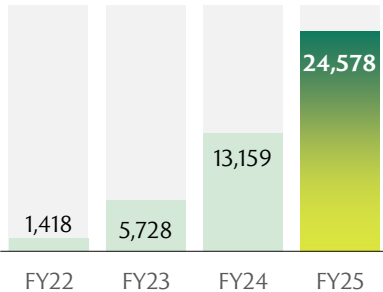


CUMULATIVE OPD,
COD & VC
CUSTOMERS SERVED:
(IN LAKHS)



OPD & Medicine
Customers

ALL RESULTING
IN GROWING IPD
VOLUMES:
(#)



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



Revenue potential

₹8,200/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 & Government Panel

INSURANCE EMPANELMENT'S



GOVERNMENT PANEL

- **Delhi** – CGHS, CAPF, DDA, CBSE, CWC, CSIR, BIS, MMTC, Naodaya
- **Rajasthan** – 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



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



Doctors & Medical Staff

~481

CERTIFIED
AYURVEDA
DOCTORS

~659

SUPPORTING
HEALTH CARE
PERSONNEL

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



Franchisees

38

FRANCHISEE
OPERATED
HEALTH CARE
CENTRES

CAPEX &
OPEX

(EX-DOCTOR
PAYROLL) BORNE
BY FRANCHISEE
PARTNER

ENSURING QUALITY THROUGH EXCLUSIVE JSLL 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

- ~8% share of Jeena Sikho in NABH Accredited Panchakarma Clinics (124 all over India)
- ~9% share of Jeena Sikho in NABH Accredited AYUSH Hospitals (340 all over India)
- Leading organised player in Ayurveda healthcare chain with 41 NABH accredited hospitals & clinics
- Further, additional 6 NABH accreditations for AYUSH Hospitals in pipeline

41 + 6

ACTUAL | IN-PIPELINE

NABH ACCREDITED
HOSPITALS & CLINICS

NABH ACCREDITED DATA
AS ON 6TH MAY 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

1. Consistent & growing dividend payout in FY23, FY24 and FY25
2. Appointment of a Big-4 Statutory Auditor
3. Audit committee chaired by an Independent Director
4. Engaging in regular investor communication through presentations & conference calls
5. Will approach mainboard listing after meeting all criteria's in 2025



A person's hands are shown holding a large, vibrant orange flower. The hands are positioned over a rustic wooden surface. In the background, there is a metal tray containing several small compartments filled with different types of spices and herbs. A green leaf is also visible on the surface. The overall scene suggests a traditional or natural setting, possibly related to health or wellness.

03

Breadth of
Operations

Hub-and-spoke *Geographical Expansion*

50

HOSPITAL

65

CLINICS &
DAYCARE CENTRES

23

STATES

100+

CITIES & TOWNS

1,600

BEDS
OPERATIONAL

573 *Beds*

RECENTLY
ADDED

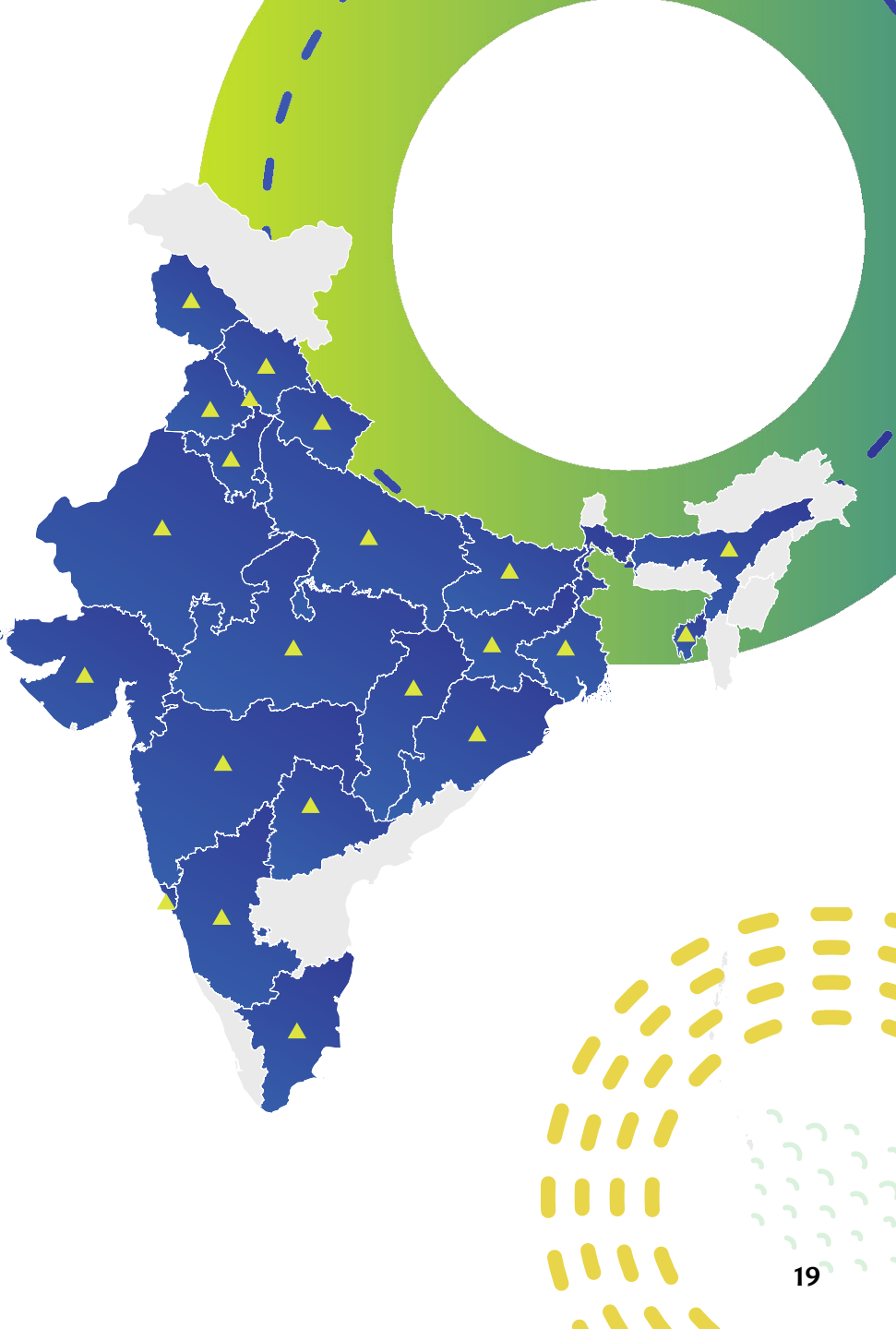
1,218

BEDS IN
PIPELINE

20

FACILITIES IN
PIPELINE

Assam	1 franchise
Bihar	1 hospital 10 franchise
Chandigarh	1 hospital
Chhattisgarh	1 hospital 1 clinic 1 franchise
Delhi	3 hospital 7 clinic 1 franchise
Goa	1 hospital
Gujarat	3 hospital 1 clinic 1 franchise
Haryana	4 hospital 1 clinic 6 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	11 hospital 5 clinic 5 franchise
Uttarakhand	1 hospital 1 franchise
West Bengal	1 hospital 2 clinic 1 franchise



Key Health Care Facilities



Meerut, Uttar Pradesh

SINCE
Dec -2022

471 (156 newly added)
BEDS

NABH
ACCREDITED



Lucknow, Uttar Pradesh

SINCE
Jun -2022

115
BEDS

NABH
ACCREDITED



Derabassi, Punjab nearby Chandigarh

SINCE
Oct -2020

113
BEDS

NABH
ACCREDITED



Navi Mumbai, Maharashtra

SINCE
Nov -2022

150
BEDS

NABH
ACCREDITED



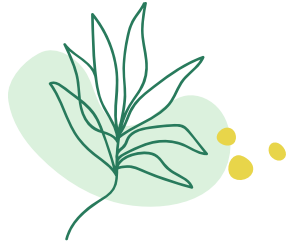
Panchkula, Haryana

SINCE
Aug -2024

50
BEDS



Health Care Camps *Case Studies*



*On an average organizing
2 health care camps each
month*

*Average ~30% conversion
of camp attendees for IPD
treatments*

Meerut Camp

DATES: 28TH FEBRUARY TO 2ND MARCH & 21ST TO 23RD MARCH
STATE NAME: UTTAR PRADESH
DURATION: 3 DAYS

75 + 103

VISITORS ATTENDED

~₹68 lakhs

DIRECT BUSINESS GARNERED

Meerut Camp

DATES: 21ST TO 23RD FEBRUARY
STATE NAME: UTTAR PRADESH
DURATION: 3 DAYS

87

VISITORS ATTENDED

~₹34 lakhs

DIRECT BUSINESS GARNERED

Meerut Camp

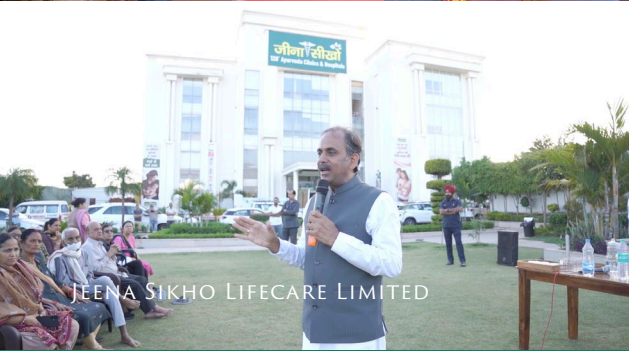
DATES: 24TH TO 26TH JANUARY & 27TH TO 29TH DECEMBER
STATE NAME: UTTAR PRADESH
DURATION: 3 DAYS

101 + 76

VISITORS ATTENDED

~₹67 lakhs

DIRECT BUSINESS GARNERED



Panchkula Camp

DATES: 6TH TO 8TH DECEMBER
STATE NAME: HARYANA
DURATION: 3 DAYS

51

VISITORS ATTENDED

~₹20 lakhs

DIRECT BUSINESS GARNERED

Navi Mumbai Camp

DATES: 8TH TO 10TH NOVEMBER
STATE NAME: MAHARASHTRA
DURATION: 3 DAYS

62

VISITORS ATTENDED

~₹30 lakhs

DIRECT BUSINESS GARNERED

Panchkula Camp

DATES: 17TH TO 19TH OCTOBER
STATE NAME: HARYANA
DURATION: 3 DAYS

57

VISITORS ATTENDED

~₹23 lakhs

DIRECT BUSINESS GARNERED

Research Papers Published by *Jeena Sikho*



FEBRUARY-25

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


[CLICK HERE](#)

FEBRUARY-25

Effective
Management Of
Renal Calculi
(Mutrashmari)
With An
Ayurvedic
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

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


[CLICK HERE](#)

DECEMBER-24

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


[CLICK HERE](#)

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
Ayurvedic
Panchkarma
Therapy In
Advanced CKD


[CLICK HERE](#)

JULY-DEC 2024

A Case Report
On The
Integrative
Management Of
Chronic Kidney
Disease:
An Ayurvedic
Approach


[CLICK HERE](#)

JULY-2024

Ayurvedic
Management Of
Stage IV Chronic
Kidney Disease


[CLICK HERE](#)

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


[CLICK HERE](#)

JULY-DEC 2024

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


[CLICK HERE](#)

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



Newly launched
IN DECEMBER 2024



Existing sales channels

- 1. CLIENT SUPPORT CENTRES & E-COM
- 2. 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 in May 2025

Pet Liver Shuddhi Kit



Production to start by 1st week of May



Upcoming Products

1. MADHUMESH SHUDDHI
2. HRIDAY SHUDDHI
3. SWADISHT PACHAK CHURAN
4. LUNGS SHUDDHI
5. RAKT SHUDDHI
6. COUGH SHUDDHI
7. LIVER SHUDDHI
8. DIGESTION DROP
9. 5 TYPES TULSI
10. IMMUNITY DROPS
11. CURCUMIN WITH KESAR
12. NUTRIROZ MIXER 33 HERBS
13. NUTRIROZ MIXER 42 HERBS
14. NUTRIROZ PROTEIN VANILLA
15. NUTRIROZ PROTEIN CHOCOLATE



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

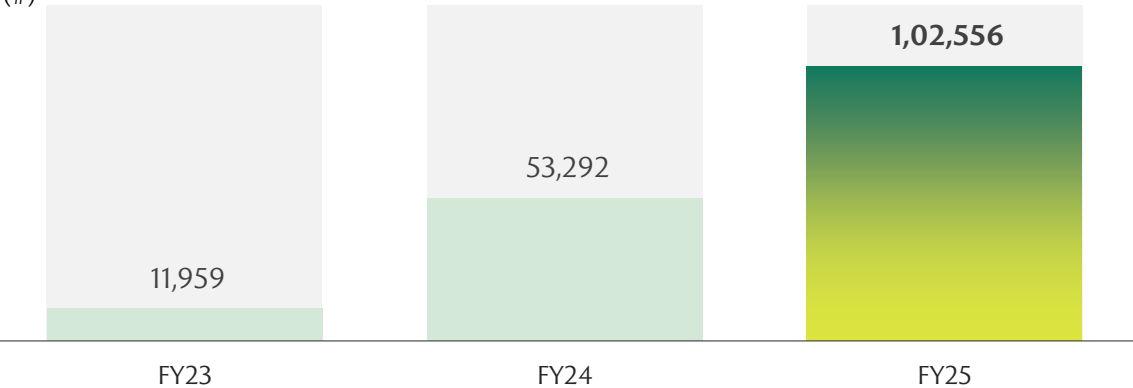
Facilitating sales leads for health care centres

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](#)



04

Way
Forward

Outlook

01

IMPROVE
UTILIZATION RATES
OF EXISTING ASSETS

02

LAUNCH NEW CENTRES
& BED ADDITION IN
EXISTING CENTRES

03

TAP OTC SALES
CHANNEL FOR
MEDICINE SALES

04

EXPAND PORTFOLIO:
LAUNCH NEW
PRODUCTS

05

ENABLEMENT
OF CASHLESS INSURANCE
TO AID VOLUMES

06

EXPECTED INCREASE
IN COVERAGE UNDER
GOVERNMENT PANEL
/ AYUSH

07

OVERSEAS EXPANSION
BEGINNING WITH U.A.E.



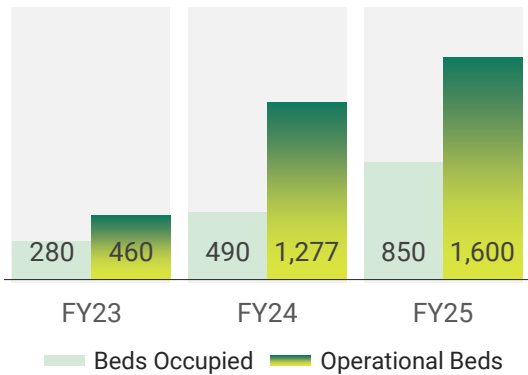


05

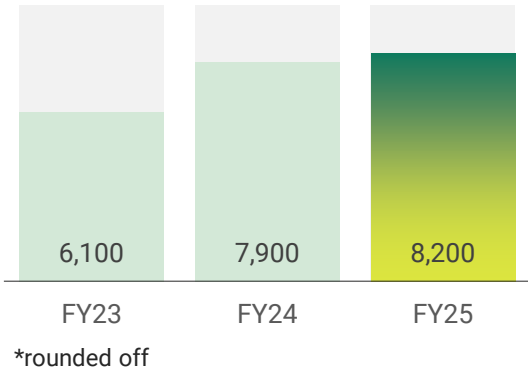
Annual
*Financial
Highlights*

Key Operating Metrics

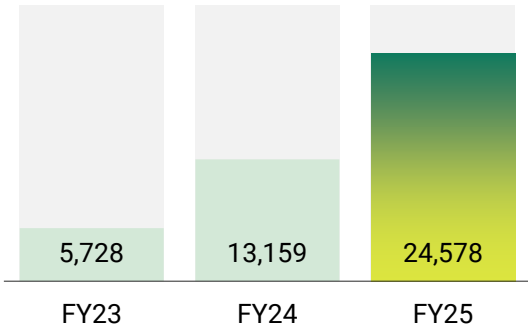
Operational Beds & Occupancy
(#)



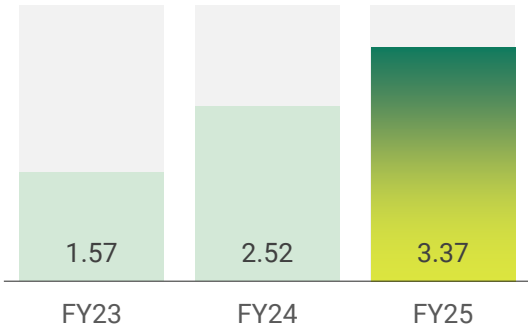
Avg. Revenue Per Bed*
(In ₹)



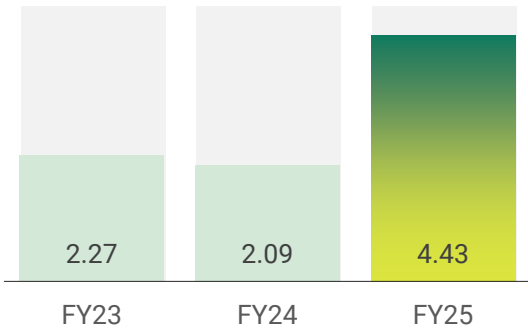
IPD Patient Volumes
(#)



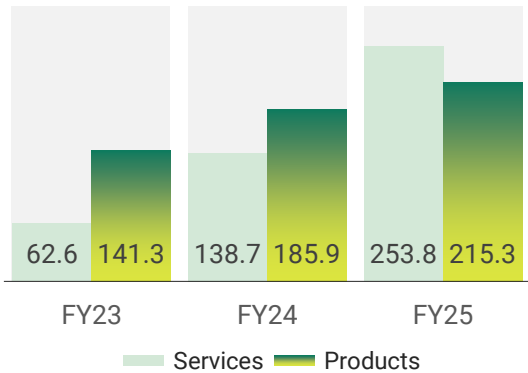
OPD Patient Volumes
(# Lakh)



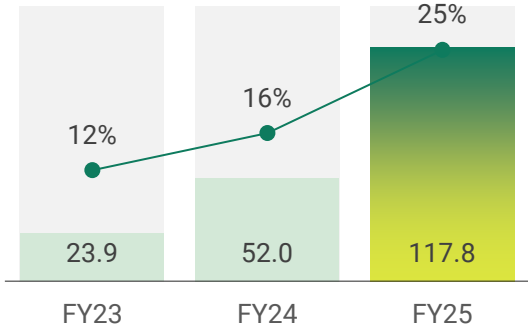
Medicine Order Volumes
(# Lakh)



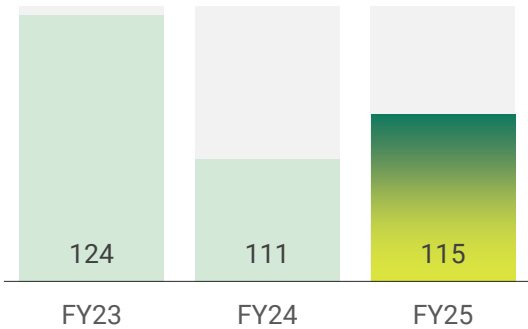
Revenue-mix
(In ₹ Crore)



Govt. Panel Revenue
(In ₹ Crore & %)

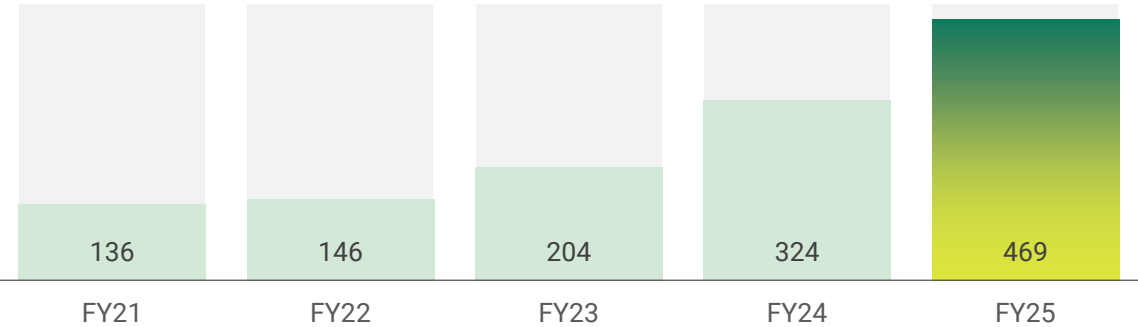


Active Operational Centres
(#)

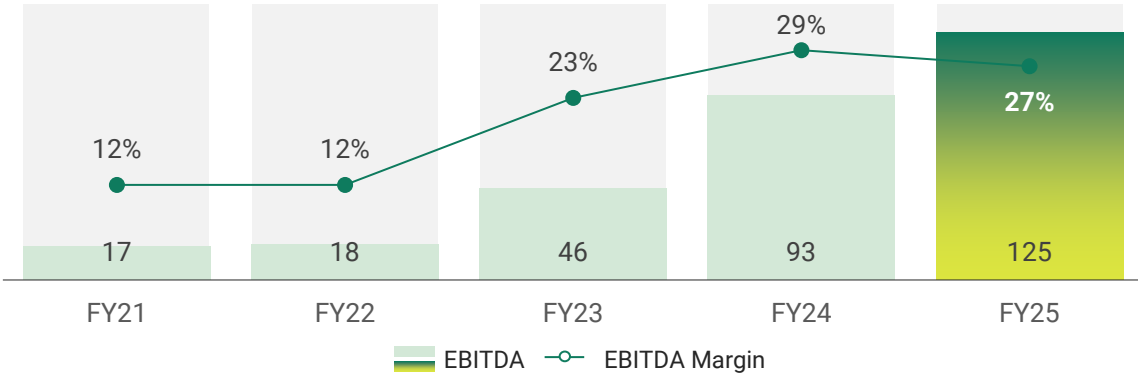


Key Performance Indicators

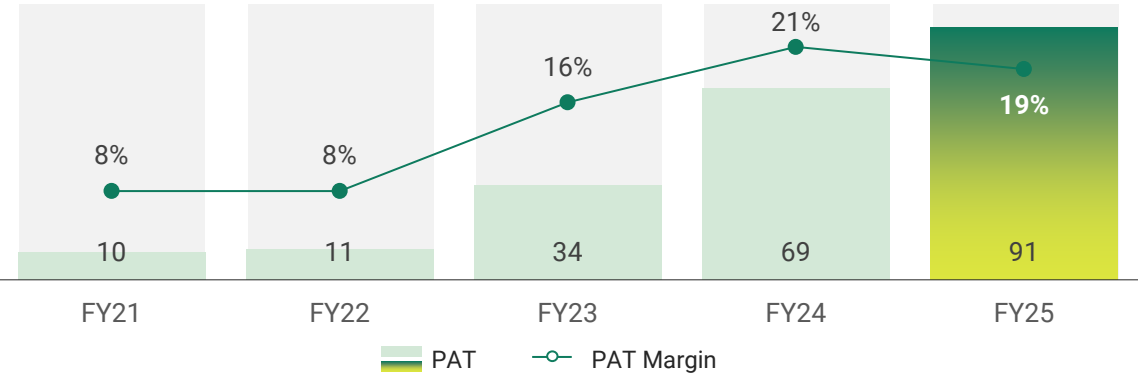
Revenue from Operations
(In ₹ Crore)



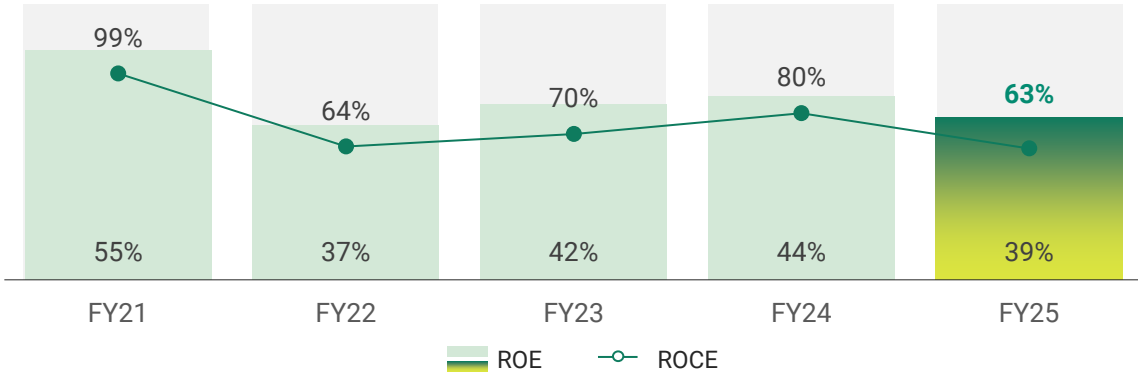
EBITDA & EBITDA Margin
(In ₹ Crore & %)



PAT & PAT Margin
(In ₹ Crore & %)



ROCE & ROE
(%)



ROCE calculated on Avg. Capital Employed, adjusted for Cash & CWIP, ROE calculated on Avg. Total Equity

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

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)

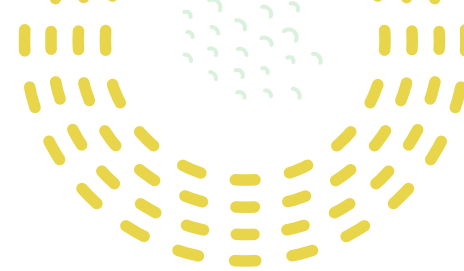
PARTICULARS	FY21	FY22	FY23	FY24	FY25
CASH FROM OPERATING ACTIVITIES	1,752.76	1,747.95	1,716.94	3,668.93	6,862.68
CASH FROM INVESTING ACTIVITIES	(858.90)	(1,963.76)	(5,723.16)	(1,804.61)	(7,036.81)
CASH FROM FINANCING ACTIVITIES	(153.22)	(451.08)	4,800.34	(344.39)	(69.14)
NET CASH FLOW	740.64	(666.89)	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



000

Half-Yearly
*Performance
Highlights*

H2 & FY25 Income Statement



(In ₹ Lakhs)

PARTICULARS	H2FY24	H1FY25	H2FY25	YOY CHANGE (%)	FY24	FY25	YOY CHANGE (%)
REVENUE FROM OPERATIONS	16,705	21,413	25,494	53%	32,441	46,907	45%
GROSS PROFIT	15,101	19,236	21,848	45%	29,298	41,084	40%
GROSS PROFIT MARGIN (%)	90%	90%	86%	-470 BPS	90%	88%	-273 BPS
OPERATING EXPENSES	10,295	13,308	15,288	48%	19,999	28,596	43%
EBITDA	4,806	5,928	6,560	36%	9,299	12,488	34%
EBITDA MARGIN (%)	29%	28%	26%	-304 BPS	29%	27%	-204 BPS
DEPRECIATION & AMORTISATION	263	304	567	115%	510	871	71%
EBIT	4,543	5,624	5,993	32%	8,789	11,617	32%
FINANCE COST	16	20	31	96%	41	51	23%
OTHER INCOME	495	596	45	-91%	644	641	0%
PROFIT BEFORE TAXES	5,022	6,200	6,006	20%	9,392	12,207	30%
TAXES	1,284	1,512	1,622	26%	2,471	3,134	27%
PROFIT AFTER TAXES	3,738	4,688	4,385	17%	6,921	9,074	31%
PROFIT AFTER TAXES MARGIN (%)	22%	21%	17%	-456 BPS	21%	19%	-183 BPS
EARNINGS PER SHARE (₹)	15.04	18.86	17.64	17%	27.84	36.50	31%

Management Commentary



Jeena Sikho Lifecare has continued to post robust financial and operational performance in H2 and FY25. This period has been marked by strong execution of our strategic growth initiatives, which have further cemented our position as one of the leading Ayurveda healthcare service providers in the country.

A key highlight of the year has been our focused expansion of operational capacity. We now have 1,600 operational beds, with a record pipeline of 1,218 additional beds. This is by far the largest pipeline the Company has ever built for hospital rollouts and bed additions in new & existing facilities, underscoring our commitment to expanding access to quality Ayurveda healthcare across India.

This capacity addition has translated into a significant increase in our IPD volumes. In FY25, IPD volumes stood at 24,578, marking a remarkable 87% jump over the previous year's 13,159. This growth in patient throughput, coupled with an increase in Average Revenue Per Bed, has driven a substantial ramp-up in our Services revenue stream. The momentum in our Services business is a testament to the growing trust in our healthcare offerings and the effectiveness of our operational strategies.

Alongside our Services business, our Products division has also demonstrated robust growth standing at ₹215.3 Crore in FY25 compared to ₹185.9 Crore in the previous year, registering a growth of 16% YOY. We have seen strong volumes in our existing product portfolio and have successfully launched several new products over the past year. Notably, the Water INJK Technique Device, introduced in December 2024 has received an enthusiastic response from the market, which was followed by the Pet Liver Shuddhi Kit, launched in May 2025. We have also begun tapping into OTC sales channels for these products, with an initial focus on markets such as Uttar Pradesh and plans to expand pan-India.

Furthermore, we are excited to announce the rollout of 15 new products in the upcoming quarter, which will further strengthen our product offering and market presence.

Our top line for FY25 stood at ₹469 Cr, registering a robust 45% growth over the previous year. While revenue growth has been strong, we have experienced slight compression in our Gross & EBITDA margins. This is primarily attributable to increased cost of procurement for some consumables and medicines, as well as operating expenses related to our expansion drive, including higher upfront costs such as Employee Benefit expenses. We are investing significantly in expanding our operational bandwidth by hiring more Ayurveda doctors and supporting healthcare personnel to meet the rising demand for our services. We anticipate that as revenue from our newly opened hospitals and our significant hospital rollout pipeline begins to accrue, the margins will start to normalise.

I am also delighted to announce our first-ever international expansion, with the establishment of our 100% subsidiary, Jeena Sikho International LLC, in the UAE. This marks a significant milestone as we take our first steps into international markets.

In conclusion, we remain confident that our strategic initiatives will continue to deliver positive results, further strengthening Jeena Sikho's position in the healthcare industry. The combination of our expanded footprint, improved operational efficiency, and innovative service offerings positions us well for sustained growth and success in the years ahead.

Acharya Manish Ji

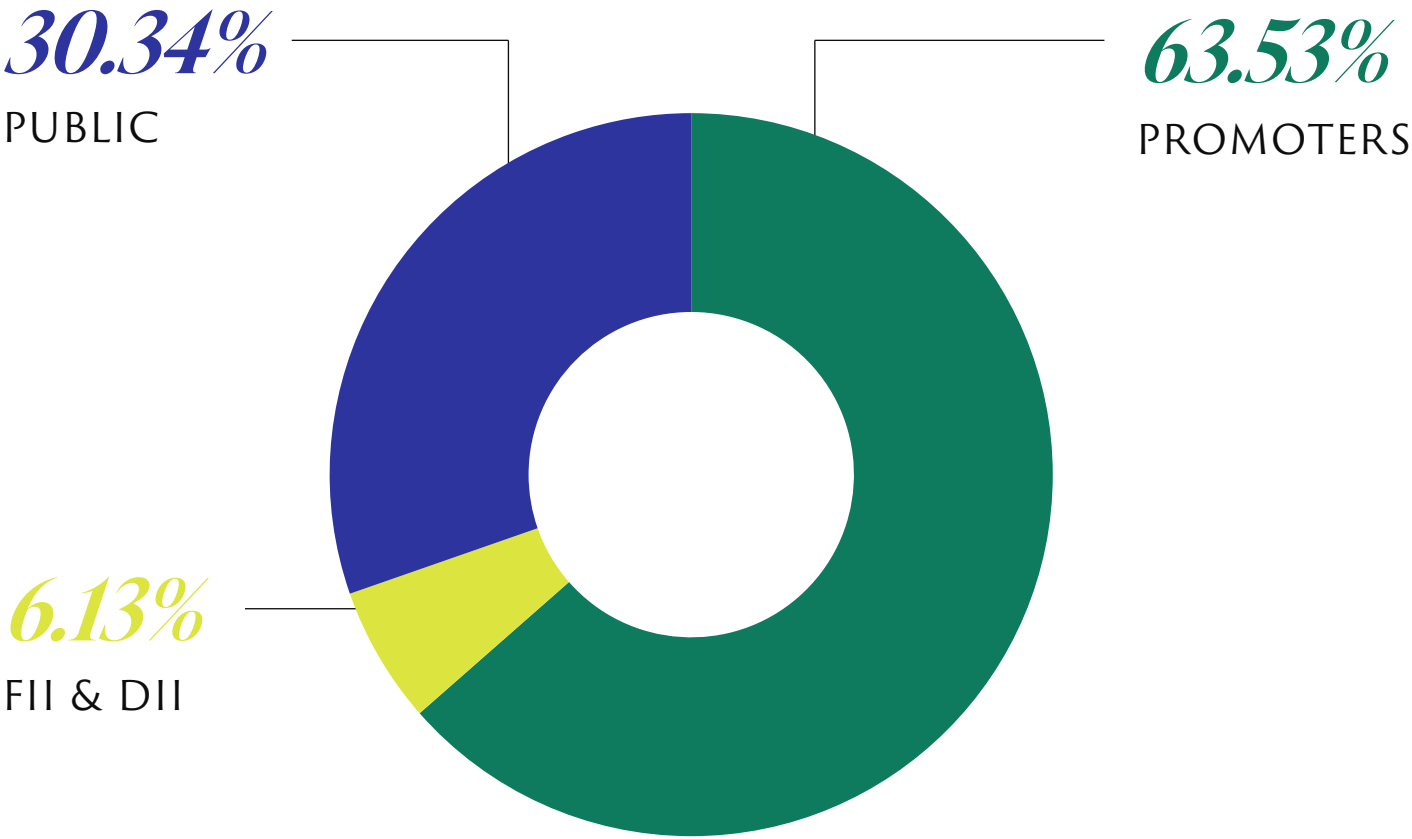
MANAGING DIRECTOR



Market *Statistics*

NSE Symbol	<u>JSL</u>
Listing Date	April 19, 2022
IPO Issue Price	₹150
Current Market Price	₹2,226.50
52 Week High/Low	₹2,498.60/₹997.50
Shares Outstanding	2.49 Cr
Market Capitalization	₹5,320.07 Cr
Industry Classification	Healthcare

Note: Market Price Data as on 16th May 2025



Note: Shareholding Data as on 31st March 2025

Contact Us

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DISTRICT MOHALI, PUNJAB - 140604



INVESTOR PRESENTATION

FY25 | MAY 2025

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