# KRM AYURVEDA LTD

(Formerly Known as KRM Ayurveda Private Limited)

**SYMBOL: KRMAYURVED**

**14th November, 2026**

To
The Manager
Listing Department
National Stock Exchange of India Ltd.
Exchange Plaza, Bandra Kurla Complex,
Bandra East Mumbai- 400 051

**Sub: Investor Presentation for Q2 & H1 FY-27 under Regulation 30 read with Para A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

**Dear Sir/Ma'am,**

Pursuant to the applicable provisions of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, and other applicable regulations, we hereby submit the Investor Presentation of KRM Ayurveda Limited for the quarter and half year ended September 30, 2026 (Q2 & H1 FY 2026-27).

The Investor Presentation provides an overview of the Company's business operations, product portfolio, manufacturing capabilities, industry outlook, financial performance, growth strategies and future business roadmap.

The said presentation will be referred to during the interaction with investors scheduled to be held on Tuesday, November 17, 2026.

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

You are requested to kindly take the above information and the enclosed Investor Presentation on record.

**For KRM Ayurveda Limited**
**(Formerly known as KRM Ayurveda Private Limited)**

Sanchit Hans

Digitally signed by Sanchit Hans
DN: c=IN, o=Personal, title=4238, pseudonym=vk1secyz0afnwli2phd6omj5g4397rbq, 2.5.4.20=c0df36d49ddd8f31d92ebc4329cfdfa9997c4a9e8ae6f7e0975fbb7e14bd6b24, postalCode=110034, st=Delhi, serialNumber=109c663521e9a1028142f4a7fdde7a52964ebed867f51cf4b4f987e023c2f17f, cn=Sanchit Hans
Date: 2026.11.14 19:02:10 +05'30'

**Sanchit Hans**
**Whole-Time Director**
**DIN: 09228549**

**Encl: a/a**

**Regd. Off. : A-16, G.T. KARNAL ROAD, INDUSTRIAL AREA, NORTH WEST DELHI-110033**
**Website: www.krmayurveda.com**
**Email: hrhead@krmayurveda.com**
**account1@krmayurveda.com**
**Contact: +91-9667791365**
**CIN: L24239DL2019PLC354658**

KRM® ayurveda

Investor Presentation

# Q2 & H1 FY27

## Healing With Nature, Rooted In Science.



# Safe Harbor Statement

This presentation and the accompanying slides (The Presentation), which have been prepared by **KRM Ayurveda Limited** (The Company) solely for informational purposes, do not constitute any offer, recommendation, or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied upon in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data that the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on the truth, accuracy, completeness, fairness, or reasonableness of the contents of this Presentation. This Presentation may not be all-inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties, and assumptions that are difficult to predict.

These risks and uncertainties include, but are not limited to, the performance of the Indian economy and the economies of various international markets, the performance of the industry in India and worldwide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income, or cash flows, the Company's market preferences, and its exposure to market risks, as well as other risks.

The Company's actual results, levels of activity, performance, or achievements could differ materially and adversely from the results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company, and the Company is not responsible for such third-party statements and projections.



# Q2 & H1 FY27 Result Highlights

# Financial Snapshot (Consolidated)

## Q2 FY27

**Total Income**
₹ 3,529.95 Lakhs
48.08% YoY

**EBITDA**
₹ 1,126.33 Lakhs
63.60% YoY

**EBITDA Margin**
31.91 %

**Net Profit**
₹ 814.64 Lakhs
95.37% YoY

**Net Profit Margin**
23.08% YoY

**EPS**
₹3.83
42.38 % YoY

## H1 FY27

**Total Income**
₹ 6,816.50 Lakhs
40.10% YoY

**EBITDA**
₹ 2,382.40 Lakhs
79.81% YoY

**EBITDA Margin**
34.95 %

**Net Profit**
₹ 1,723.09 Lakhs
109.55% YoY

**Net Profit Margin**
25.28% YoY

**EPS**
₹ 8.10
52.83% YoY

*Note : Comparative figures for Q2 FY26 & H1 FY27*

# Financial Scorecard (Consolidated)

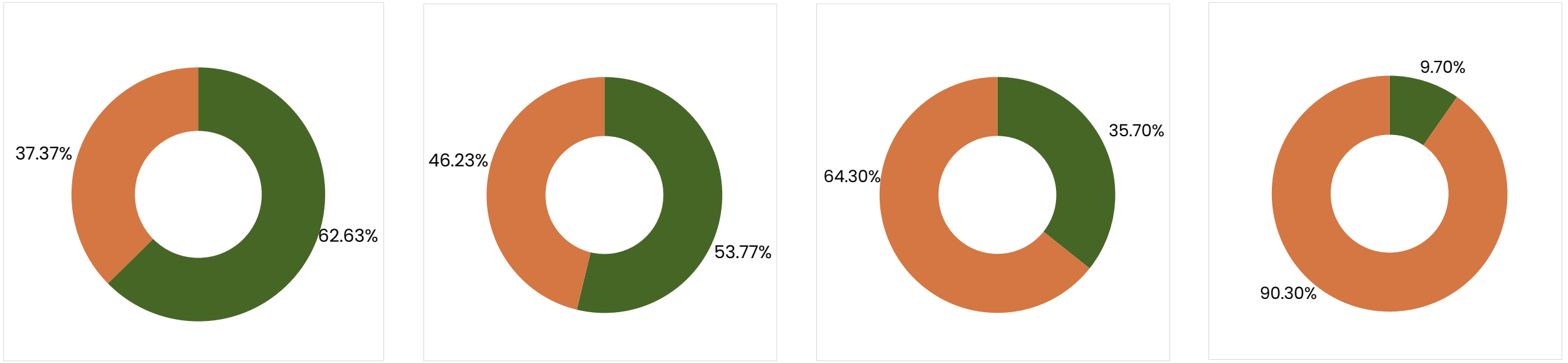
## Q2 FY27 VS Q2 FY26

| Particulars (₹ Lakhs) | Q2 FY27 | Q2 FY26 | YoY Change |
|---|---|---|---|
| Total Income | 3,529.95 | 2,383.80 | ↑ 48.08% |
| EBITDA | 1,126.33 | 688.48 | ↑ 63.60% |
| EBITDA (%) | 31.91% | 28.88% | ↑ 302.62 BPS |
| PAT | 814.64 | 416.98 | ↑ 95.37% |
| PAT Margin (%) | 23.08% | 17.49% | ↑ 558.57 BPS |
| EPS (₹) | 3.83 | 2.69 | ↑ 42.38% |

## H1 FY27 VS H1 FY26

| Particulars (₹ Lakhs) | H1 FY27 | H1 FY26 | YoY Change |
|---|---|---|---|
| Total Income | 6,816.50 | 4,865.43 | ↑ 40.10% |
| EBITDA | 2,382.40 | 1,324.92 | ↑ 79.81% |
| EBITDA (%) | 34.95% | 27.23% | ↑ 771.92 BPS |
| PAT | 1,723.09 | 822.27 | ↑ 109.55% |
| PAT Margin (%) | 25.28% | 16.90% | ↑ 837.80 BPS |
| EPS (₹) | 8.10 | 5.30 | ↑ 52.83% |

# Revenue Bifurcation - Sale of Products & Services




| Particulars | H1 FY27 | FY26 | FY25 | FY24 |
|---|---|---|---|---|
| Sale of Products | 2,502.89 | 4,701.02 | 4,923.30 | 6,063.62 |
| Sale of Services | 4,195.03 | 5,468.05 | 2,731.97 | 651.95 |
| **TOTAL** | **6,697.92** | **10,169.07** | **7,655.27** | **6,715.57** |

# Management Commentary



**Dr. Puneet Dhawan**
Managing Director & Promoter

"Q2 and H1 FY27 reflect strong progress for KRM Ayurveda, driven by our focus on profitable growth and operational efficiency. During H1 FY27, Total Income grew 40.10% year-on-year to ₹68.17 crore, while EBITDA and PAT increased by 79.81% and 109.55%, respectively. EBITDA and PAT margins also expanded by 772 bps and 838 bps, respectively, reflecting improved profitability. Alongside financial growth, we continue to strengthen our healthcare infrastructure through the additional 80 bed hospital in Gurugram and our expanding presence across Pitampura, Janakpuri and Vashi. NABH accreditations across five Panchakarma centers further reinforce our commitment to quality clinical practices and patient safety. The acquisition of Karma Nutravedics also marks our entry into the nutraceuticals and wellness segments . Going forward, our focus is on building an integrated Ayurvedic healthcare platform spanning hospitals, day-care centers, clinical expertise and wellness products. With disciplined expansion, a broader portfolio and strong operating performance, we remain confident in our ability to capture the growing opportunity in India's organized Ayurvedic healthcare market and deliver sustainable growth."

**~ Dr. Puneet Dhawan, MD & Promoter**



# Company Overview

# KRM Ayurveda Limited An Ayurvedic Healing Company

- Established in **2019**, integrating **authentic Ayurveda** with modern practices, expanded across **Hospitals & Day Care Centers** in multiple cities in India.
- Originated as a **Kidney-specialty hospital**; now offering into **multi-specialty Ayurvedic healthcare** with multiple treatment areas
- Offers **tele-consultancy services** to widen patient reach



**8** *Hospitals** | **10** *Day Care Centers** | **5** *Service Segments*

**326** *Bed Capacity** | **60%** *Bed Occupancy*

**8 lakh** *YouTube subscribers* | **500+** *Employees*

**Numbers are as on 30-Sep-2026*

# From a Single Clinic to an Expanding Healthcare Platform



## 2019

### Foundation & Early Services

- Entered the market with Ayurvedic medicine.
- Introduced clinic-based healthcare services to build patient trust.

## 2020

### Building the Base

- Expanded clinic operations across regions.
- Strengthened patient engagement and brand visibility.

## 2021

### First Hospital & Revenue Breakthrough

- Established the first hospital in Delhi.
- Generated hospital revenue for the first time, marking a new growth phase.

## 2022

### Expansion into Gurugram

- Commissioned the second hospital in Gurugram.
- Enhanced service delivery and expanded regional presence.

## 2023

### Accreditation & Recognition

- Secured NABH accreditation, reinforcing commitment to quality care.
- Strengthened credibility and operational excellence.

## 2024

### Strengthening Capacity

- Launched a new hospital to serve growing demand.
- Enhanced profitability and patient care infrastructure.

## 2025

### Rapid Expansion & IPO Filing

- Rolled out three new hospitals, accelerating scale.
- Moving towards IPO to fuel nationwide growth

## 2026

### Public Market Debut & Operational Expansion

- Listed on the NSE, marking a key milestone in the Company's growth journey.
- Expanded capacity with a new 23-bed hospital in New Delhi.

# A Philosophy Built on Timeless Ayurvedic Wisdom

At **KRM Ayurveda**, we believe that true healthcare is not just about curing illness but about **restoring balance, harmony, and longevity** in life. Guided by the 5,000-year-old wisdom of Ayurveda, our philosophy is built on the principle that **prevention is as important as cure**.




*For us, **health is not a destination, but a continuous journey** towards physical, mental, and spiritual well-being.*

# Visionaries Behind the Mission



## Puneet Dhawan

Managing Director

Healthcare entrepreneur and industry professional with over 12 years of experience in renal and lifestyle disorder treatments. He has played a key role in establishing and expanding the Company's healthcare ecosystem, supported by an experienced medical team and a strong commitment to patient outcomes. His contributions to quality healthcare have been recognized with the Best Ayurveda Doctor in India award at the IFA Awards.



## Tanya Dhawan

Non-Executive Director

Possesses expertise in health consultancy, wellness advisory, and strategic communication. Backed by a Master's degree in Mass Communication from Guru Gobind Singh Indraprastha University and a professional diploma in Dietetics, she has contributed to the development of wellness-focused initiatives and patient engagement strategies. Her multidisciplinary perspective supports the Company's focus on holistic healthcare, brand development, and sustainable growth.



## Sanchit Hans

Whole-time director

Experienced in business administration and operational management, with a strong focus on process optimization and organizational effectiveness. Since becoming associated with the Company in 2021, he has contributed to the execution of strategic initiatives and the strengthening of operational capabilities. His hands-on approach and business acumen support the Company's growth and long-term value creation.



# Business Overview

# Business Model - An Integrated Healthcare Ecosystem

### *Physical Hospitals, Day Care Centers& Online Telehealth*

- IPD & OPD Care
- Panchakarma & Wellness
- Signature Therapies
- Integrative Wellness
- Supportive Healthcare

Asset Light

+

### *Products Manufacturing*

- GMP certified production facility at Kundli, Haryana
- Classical & proprietary Ayurvedic formulations
- Diverse product forms: capsules, tablets, syrups, oil

Asset Light to Medium

+

### *D2C*

- Digital & Direct Distribution
- YouTube for educational content
- Social media marketing via Google & Meta platforms
- Teleconsultation services with global reach

Asset Light

# Business Updates

## New Hospitals

**2**

hospitals added: MSS Hospital established, Sector-47 Gurugram Board-approved

### MSS Hospital, Pitampura
Established; disclosed 16 Jun 2026
23 beds | 5,631 sq ft
IPD & OPD services

### Sector-47, Gurugram
Board approved 9 Jul 2026
80 beds | ~27,500 sq ft
Existing unit at ~90–100% capacity
Funded entirely through the Company's own funds

## New Day Care Centres

**3**

Karma Ayurveda day care centres commenced between April and September 2026

### Janakpuri, New Delhi
Commenced 10 Apr 2026
2,761 sq ft | 9-year lease

### Navi Mumbai (Vashi, Sector-17)
Commenced 3 Sep 2026
2,100 sq ft | 5-year lease

### Ghaziabad (Nehru Nagar)
Commenced 23 Sep 2026
Approx. 3,000 sq ft | 9-year lease

## NABH Accreditations

**4**

NABH accreditation received for Panchakarma day care centres

### Lucknow (Gomti Nagar)
Valid till 20 Jul 2029

### Noida
Valid till 3 Aug 2029

### Patna
Valid till 18 Jun 2029

### Dwarka, New Delhi
Valid till 20 Aug 2029

# Geographical Presence - Hospitals & Day Care Centers (1/4)

## Hospitals

Delhi (1) 30 beds
Delhi (2) 23 beds
Gurgaon (1) 95 beds
Gurgaon (2) 80 beds
Jaipur (1) 20 beds
Jaipur (2) 30 beds
Udaipur 30 beds
Lucknow 18 beds

## Day Care Centers

Bengaluru, Patna, Mumbai, Lucknow, Noida, Delhi, Ghaziabad

## Presence in India



**7** States / **10** Cities

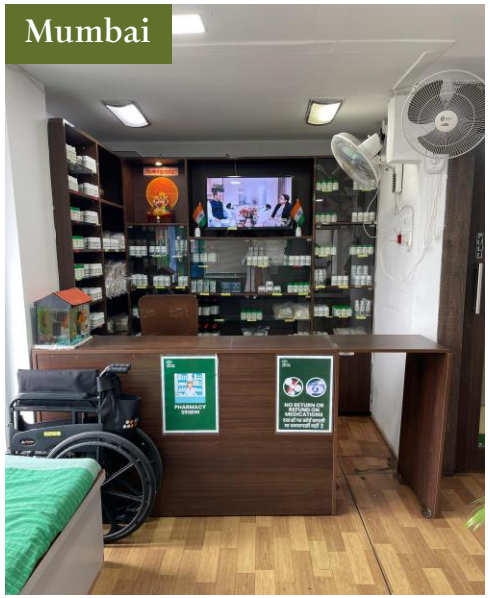
## International Exports



**Numbers are as on 30-Sep-2026*

# Glimpse of the Healthcare Infrastructure

Mumbai



Mumbai



Udaipur



Delhi



Udaipur



Udaipur



Jaipur



Dwarka



Bengaluru




Udaipur



Bengaluru



Udaipur



Mumbai



# A High Occupancy Ratio - Hospitals & Day Care Centers (2/4)

**60%** Bed Occupancy

**~₹8,400** ARPOB

**Tight viability check ahead of establishment opening to tailor services to the local community.**



### Demographics and Health Awareness:

Age Groups, The Target Audience And Price Points.
Most Common Health Issues.
Knowledge Familiarity With Ayurveda



### Day Care Centers Preference & Usage

Interest In Specific Therapies.
Preference Day Care Centers Treatments Or Online Consultations.
Willingness To Pay



### Competition & Location

Existing Ayurveda Day Care Centers And Services.
Optimal Locations For The Day Care Centers Based On Accessibility And Visibility
Preferred Routes For Marketing

# Ensuring Treatment Quality- Hospitals & Day Care Centers (3/4)

## 40+ Physicians

Qualified Ayurvedic physicians with Bachelor of Ayurvedic Medicine and Surgery (BAMS) from accredited institutions recognized by statutory bodies like the Central Council of Indian Medicine (CCIM)



## 71+ Therapists

Certified Ayurvedic therapists who have undergone training and certification programs covering traditional therapies such as Panchakarma, Abhyanga, and other specialized Ayurvedic treatments.

# Ayurvedic Services Offered- Hospitals & Day Care Centers (4/4)

**Clinical & Hospital Care**
In-Patient & Out-Patient Ayurvedic care
Specialized Kidney & Lifestyle Disease Centres

**Supportive Healthcare**
Customized Herbal Medicines Preventive & Rejuvenation Programs

**Integrative Wellness**
Chakra Healing & Energy Balancing
Yoga, Meditation & Ayurvedic Lifestyle Counseling

**Panchakarma**
Vamana | Virechana | Basti | Nasya | Raktamokshana
Complete purification & dosha balancing

**Signature Therapies**

## AILMENTS & CONDITIONS ADDRESSED

**Kidney & Urinary Care**
Stones, CKD, UTI, filtration support

**Musculoskeletal Health**
Arthritis, back pain, joint stiffness, inflammation

**Stress & Lifestyle Issues**
Anxiety, insomnia, obesity, metabolic diseases

**Women's Health**
PCOS, infertility, hormonal imbalance

**Liver & Digestive Disorders**
Fatty liver, jaundice, IBS, acidity, GERD

**Skin & Immunity**
Psoriasis, acne, allergies, low immunity

# A Diverse Product Range at a GMP Certified Production Unit

**Specialized products address KIDNEY & LIVER HEALTH DIGESTIVE CARE SKIN WELLNESS STRESS & LIFESTYLE MANAGEMENT Backed by research, natural herbs, and traditional formulations**

## TOP SELLING PRODUCTS




Karma
K-Relaczole Oil




Karma K-Pure
Tablet




Karma Culiv
Tablet




Karma Margos
Tablets




Karma Nephro
Plus Ark




Karma Nephro
Win Ark




Karma T-Renal KFT
Tablet




Karma Ayurveda
U-Clear-D Tablet



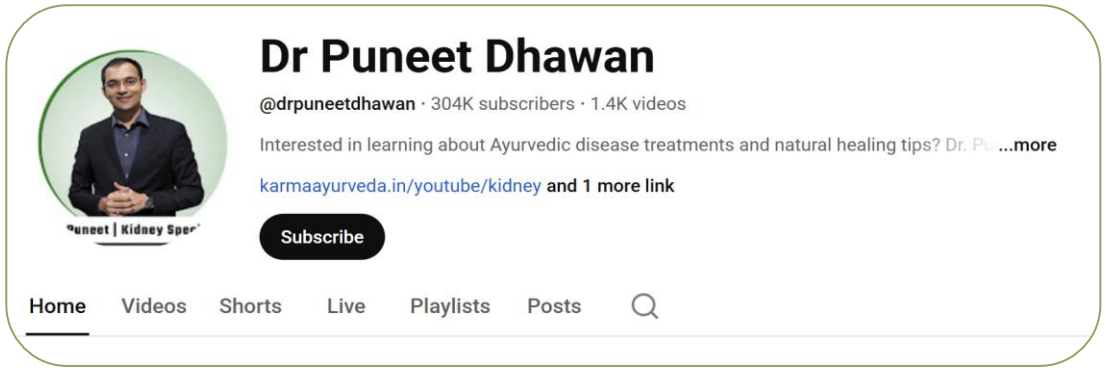

Karma Kolico
Tablet




K-Calm
Tablet

# Content Leadership, Strengthening Brand Equity & Patient Engagement

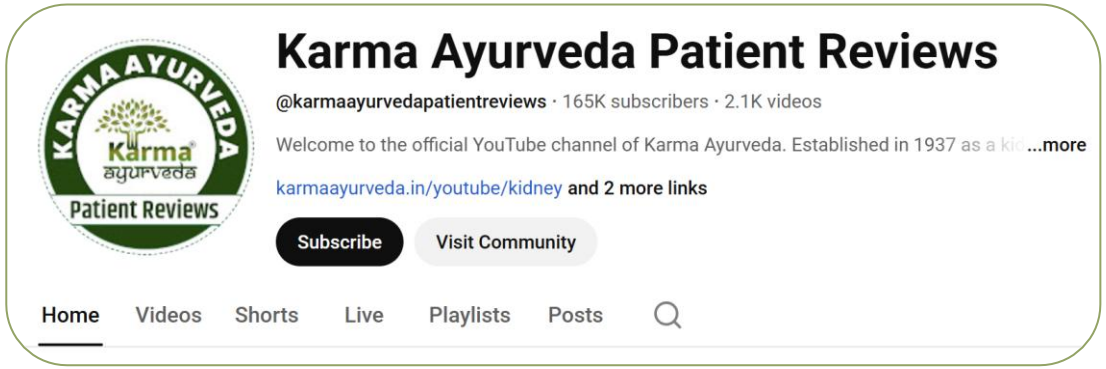
**8 Lakh+** *Followers on YouTube across 3 channels*



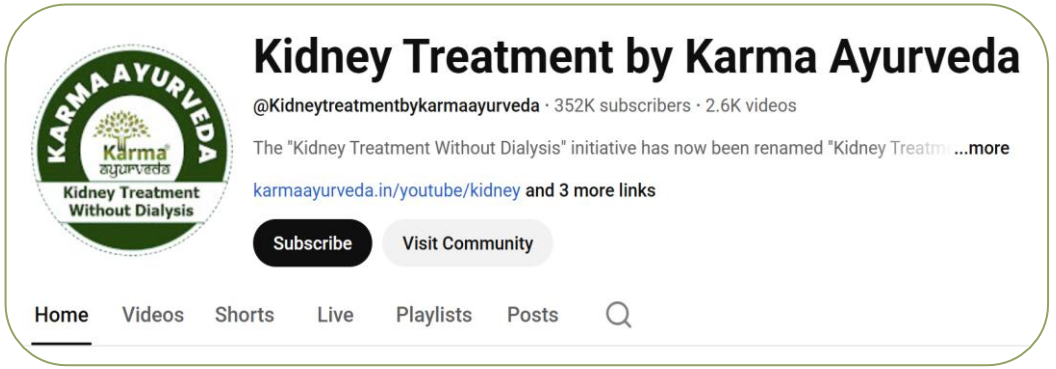

Click Here to Visit Channel




Click Here to Visit Channel




Click Here to Visit Channel




Click Here to Visit Channel

# Patient Testimonials

## Mr. Prince Kumar

I had taken several treatments for my acute kidney failure but the conditions always reemerged in one form or the other. After getting disappointed at every place, I opted to change the therapy. Through the Internet, I got to know about Karma Ayurveda. Several people like me had queries if it was a scam or fraud but there were numerous positive reviews too. When I went there, I got in touch with a kidney specialist, Dr. Puneet Dhawan and got treated under his supervision. My entire perspective had changed about what negative reviews I had read. It was a positive experience and I am doing much better now.

★★★★★

## Mrs. Anju Kumari

My mother was struggling with polycystic kidney disease and had tried everything but no effective results were visible. I started finding alternatives for her and was recommended Karma Ayurveda by one of the knowns. Several kidney patients had got treatment from here in which some got treated while some had several complaints as visible on Google. Some were of the opinion that it's fraud but it's all wrong. My mother got ayurvedic treatment here 1 year ago and now she is completely fine.

★★★★★

## Mr. Garg

The treatment at Karma Ayurveda is not fake or fraud. I read and saw several negative reviews of kidney patients but once I took the treatment here, all of my queries were resolved. I had nephrotic syndrome and my glomerular filtration rate was compromised. To deal with it, I went with their herbal treatments, took the medicines on time, and followed every guideline that was told by the doctors to follow. I am very happy with the treatment and my symptoms have reduced to a great extent.

★★★★★

## Mr. Vikas

My name is Vikas and I took my kidney treatment from Karma Ayurveda. I was guided under the supervision of Doctor Puneet Dhawan. I was experiencing some extreme symptoms and complications of kidney disease. I found about Karma Ayurveda from YouTube and earlier I was into allopathic medicines only but they were not giving me the long lasting relief that I wanted. Then my friend suggested consulting Doctor Puneet Dhawan and I was actually confused in starting to think if it is fake or fraud. But anyways I came here and the results of treatment were positive.

★★★★★

## Mrs. Shashwati

It is really unpleasant to have your entire blood purified with a surgical procedure twice or three times a week. Because my creatinine level was not returning to normal, my allopathic doctor recommended Dialysis to save my life. My kidneys were not functioning properly, according to the doctor, and I was experiencing other issues such as weakness, edema, and difficulty walking. Then I decided to try Karma Ayurveda for this chronic condition and saw Dr. Dhawan. Initially, I was confused looking at the complaints and negative reviews. Only after 28 days of medicine did I feel better and the difficulties began to fade.

★★★★★

## Mr. Dilip Kumar

I went to Karma Ayurveda about 2 months ago for my kidney ailment, which is elevated creatinine. Swelling, dizziness, nausea, vomiting, and loss of appetite prompted me to have a thorough body check-up. That's when I discovered my kidneys weren't operating properly. I have always believed in Ayurveda and so thought of approaching Doctor Puneet Dhawan. Mant friends thought it is scam, fraud, and there are lot of complaints but I came as it was my last rescue. Instead of allopathic drugs, he uses ayurveda herbs to boost kidney function. His Ayurvedic treatment demonstrates that chronic renal disease does not always necessitate dialysis or transplantation to remain healthy.

★★★★★

# Brand Leverage, Fueling Direct to Consumer Sales




## Speaker at TEDx Panoroad 2024

Dr. Puneet Dhawan was invited as a speaker at the renowned TEDx Panoroad at Biyani Group of colleges, Jaipur, Rajasthan. Their talk on "Human contribution to global climate change" garnered significant attention."



## Conference on "Sustainable Healthcare Solutions" 2025

Attended by delegates including AYUSH practitioners, AYUSH officials from the Ministry and councils, Vaidya's and Industry experts




## Ayush Young Entrepreneur Award 2024

Felicitated as Young AYUSH Entrepreneur.

# Recognized for Quality and Excellence

Received approval from Ayush Ministry to manufacture Ayurvedic Medicines

Received NABH Accreditations for Delhi & Gurgaon Hospital

Received CGHS Empanelment

Received ECHS Empanelment



# *Industry Overview*

# India's Private Healthcare Sector Backed by Powerful Demand and Policy Tailwinds

**Hospital Market Size in 2025**
*USD 122 Billion*

**Projected Hospital Market Size by 2034**
*USD 197.8 Billion*

**Forecasted CAGR (2025 - 2034)**
*5.29%*

## Key Growth Drivers

### Strong Demand

- India has only ~1.3 hospital beds per 1,000 people, highlighting significant healthcare infrastructure demand.
- Nurse density remains low at ~1.9 per 1,000 population, creating a need for workforce expansion.
- India will require an additional 6.5 lakh nurses and 1.6 lakh doctors by 2030 to meet rising healthcare demand.

### Health-Tech Sector

- Health-tech market projected to reach US$ 50 billion by 2033, driven by AI and automation enabled advancements in claims processing and healthcare operations.
- Digital health market expected to grow from US$ 8.79 billion in 2024 to US$ 47.8 billion by 2033, reflecting strong long-term growth.
- Medical devices market is projected to reach US$ 50 billion by FY31, supported by innovation, rising healthcare demand, and favorable policy initiatives.

### Medical Tourism

- Medical tourism market projected to grow from US$ 7.69 billion in 2024 to US$ 14.31 billion by FY29.
- 6.98 million foreign tourist arrivals were recorded between January and October 2025, reflecting sustained growth in inbound travel.
- Government initiatives continue to support India's positioning as a leading global medical tourism destination.

### Favourable Pharma Landscape

- A global leader in pharmaceutical manufacturing, supported by strong production capabilities and a vast export footprint.
- Pharmaceutical exports stood at US$ 30.38 billion in FY25 and are projected to reach US$ 350 billion by FY47.
- The India-UK Free Trade Agreement is expected to accelerate export growth, with zero tariffs on nearly 99% of shipments to the UK.



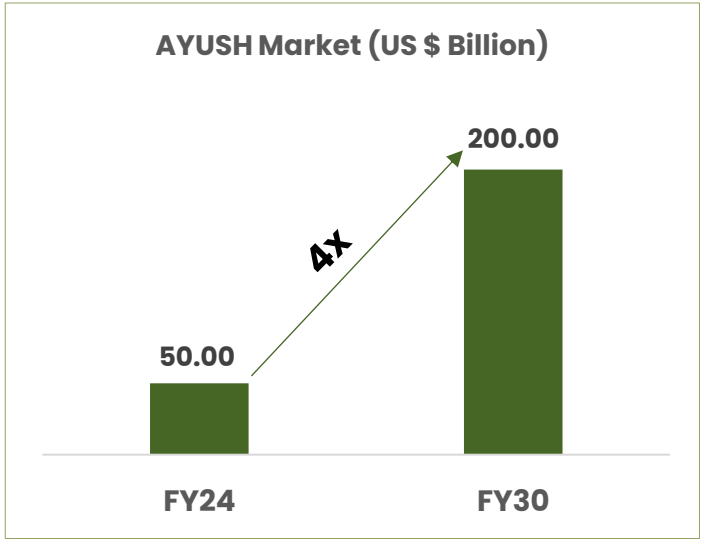
Source:- IMARC, IBEF

# From Ancient Wisdom to a US$ 200 Billion Opportunity

**India Is Home To The World's Oldest And Most Trusted Ayush (Ayurveda, Yoga & Naturopathy, Unani, Siddha, And Homeopathy) Traditions**

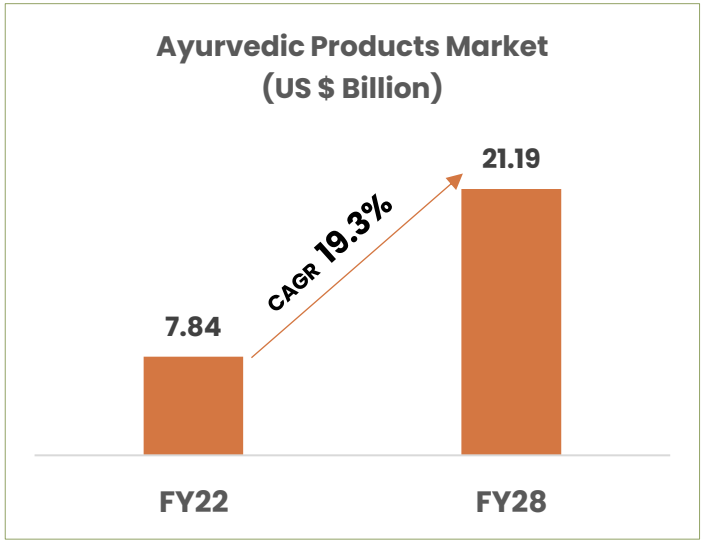
A Strong Network Of Practitioners, Institutions, And Research Centers Supports The Growth Of The AYUSH Ecosystem

Government Initiatives Are Expected To Create Nearly 3 Million Jobs Across The AYUSH Ecosystem




## AYUSH Gaining Global Momentum

- AYUSH sector recorded a 15x growth over the decade from 2015 to 2025, reflecting strong industry momentum.
- AYUSH & herbal product exports reached US$ 580.7 million during Apr 25-Feb 26, reflecting growing global demand for traditional healthcare products.
- Diverse Ayurveda, Yoga, and holistic wellness offerings, supported by initiatives such as the Ayush Visa, are strengthening India's position as a leading global wellness tourism destination.
- Growing consumer preference for holistic and natural healthcare solutions is driving AYUSH market growth.




Source:- IBEF



# *The Future Strategy*

# What Next? A Holistic Transformation Into A Global Organization

## 1. Digital Health Expansion

500 seated Telemedicine Marketing Team equipped with an enhanced platform with and AI-driven patient management systems to scale consultation services globally

## 2. Expand to More Locations

Currently Concentrated in North India, targeting expansion in more tier II cities as well as penetration in the USA through Telemedicine outreach

## 3. Medical Tourism

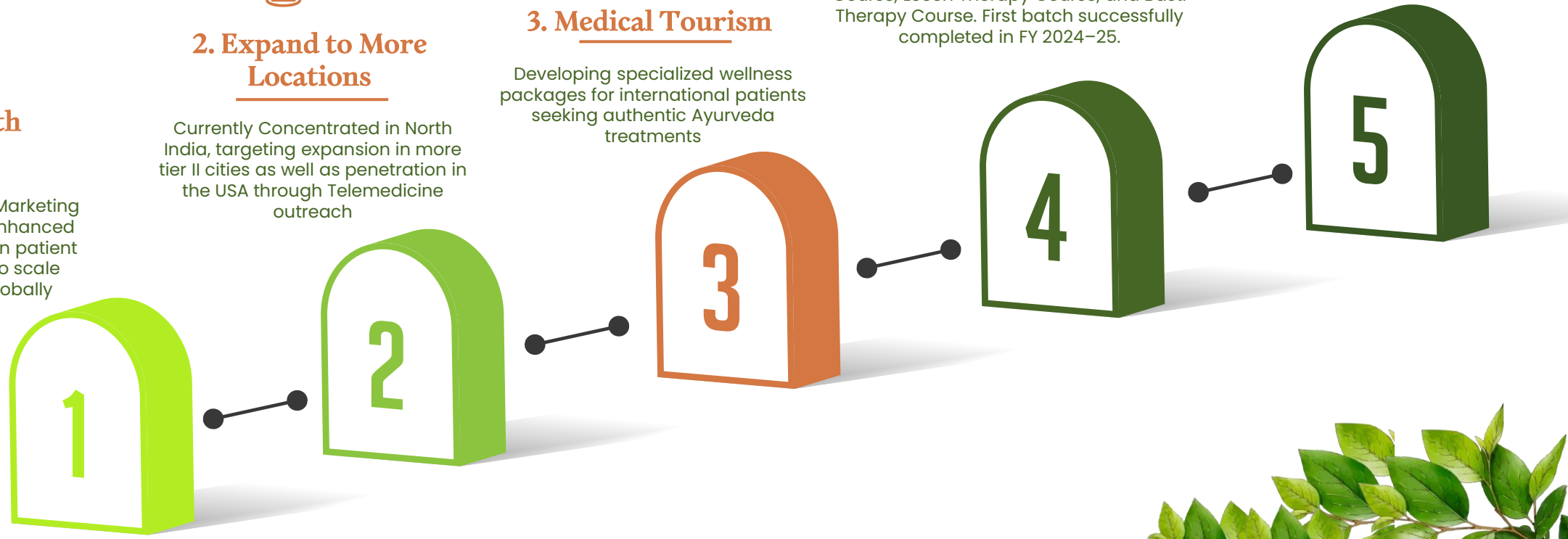
Developing specialized wellness packages for international patients seeking authentic Ayurveda treatments

## 4. Training Courses for Therapists

Accredited by Rashtriya Ayurveda Vidyapeeth (RAV) to conduct certified Ayurveda training programs, including Panchkarma Technician Course, Prakriti Course, Leech Therapy Course, and Basti Therapy Course. First batch successfully completed in FY 2024–25.

## 5. Product Portfolio Expansion

Expansion of proprietary Ayurvedic formulations and introduction of wellness product lines as well as strengthen its market reach through a wider distribution network and strategic brand partnerships.



# Investment Rationale

### Benefit from the Rapid Growth of the Industry
Favorable consumer trends, expanding wellness adoption, and increasing global recognition of AYUSH continue to drive industry growth.

### Backward Integrated Manufacturing Capabilities
GMP-certified manufacturing facility and proprietary formulations support quality control, product innovation,

### Integrated Healthcare Ecosystem
A diversified platform spanning hospitals, Day Care Centers, teleconsultation, product manufacturing, and D2C distribution, enabling multiple growth avenues.

### High Occupancy Supporting Revenue Visibility
Strong bed occupancy levels demonstrate demand for services and support efficient utilization of healthcare assets.




### Demonstrated Financial Growth Track Record
Consistent growth in revenue, EBITDA, and profitability reflects strong execution capabilities and business scalability.

### Multiple Long-Term Growth Drivers
Expansion into new geographies, digital health, medical tourism, therapist training programs, and product portfolio enhancement provide a clear roadmap for future growth

### Healthy Margins and Strong Return Ratios
Robust profitability metrics highlight the Company's ability to generate sustainable earnings and efficient capital utilization.

### Strong Digital Presence and Patient Engagement
Strong digital presence and teleconsultation capabilities enhance brand visibility, patient acquisition, and reach across domestic and international markets.

### Strategically Located Healthcare Network
Established network of hospitals and Day Care Centers supported by healthy occupancy levels, providing a strong foundation for future capacity expansion.

# THANK YOU




**KRM AYURVEDA LIMITED**
**Registered Office:** A-16 G T Karnal road Industrial Area, North West, Delhi, India-110033.
**Phone:** +91 92891 01700
**Email:** compliance@krmayurveda.com
**Website:** www.krmayurvedaindia.com

**AKMIL STRATEGIC ADVISORS PRIVATE LIMITED**
**Address:** Office No. 1011, 10th Floor, Opal Square, Road No. 16, Wagle Estate, Thane (w)-400 604, Maharashtra, India
**Phone:** +91 98209 41925
**Email:** info@akmiladvisors.com
**Website:** www.akmiladvisors.com