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Nephrocare Health Services Limited

8th December, 2025

IPO Details

IPO Date	December 10, 2025 to December 12, 2025
Face Value	₹2 per share
Price Band	₹438 to ₹460 per share
Lot Size	32 Shares
Sale Type	Fresh Capital-cum-Offer for Sale
Total Issue Size	1,89,35,819 shares (aggregating up to ₹871.05 Cr)
Fresh Issue	76,82,717 shares (aggregating up to ₹353.40 Cr)
Offer for Sale	1,12,53,102 shares of ₹2 (aggregating up to ₹517.64 Cr)
Employee Discount	₹41.00
Issue Type	Book building IPO
Listing At	BSE, NSE
Shareholding pre issue	9,26,50,799 shares
Shareholding post issue	10,03,33,516 shares
QIB Shares Offered	Not more than 50% of the Net Offer
Retail Shares Offered	Not less than 35% of the Net Offer
NII (HNI) Shares Offered	Not less than 15% of the Net Offer
Retail (Min & Max) shares	32 Shares & 416 shares
Retail (Min & Max) application amount	₹14,720 & ₹1,91,360
S-HNI (Min shares & application amount)	448 shares & ₹2,06,080
S-HNI (Max shares & application amount)	2,144 shares & ₹9,86,240
B-HNI (Min shares & application amount)	2,176 shares & ₹10,00,960
Basis of Allotment	Mon, Dec 15, 2025
Initiation of Refunds	Tue, Dec 16, 2025
Credit of Shares to Demat	Tue, Dec 16, 2025
Listing Date	Wed, Dec 17, 2025
Cut-off time for UPI mandate confirmation	5 PM on Fri, Dec 12, 2025
Promoters	Vikram Vuppala, Bessemer Venture Partners Trust, Edoras Investment Holdings Pte. Ltd., Healthcare Parent Limited, Investcorp Private Equity Fund II and Investcorp Growth Opportunity Fund
Registrar	Kfin Technologies Ltd.

Note 1: Application made using third party UPI or ASBA A/C is liable to be rejected. For apply please click on the Link https://ipo.adroitfinancial.com/ for any kind of assistance please contact to their helpdesk team at 0120-6826800 or mail us on ipo@adroitfinancial.com

Company Profile

Nephrocare Health offers comprehensive dialysis care through their network of clinics – from diagnosis to treatment and wellness programs including haemodialysis, home and mobile dialysis, supported by pharmacy. They are India's largest dialysis service provider in terms of number of patients served, clinics, cities covered, treatments performed, revenue, and EBITDA (excluding other income) in Fiscal 2025, and it is 4.4 times the size of the next largest organized dialysis provider in India in terms of operating revenue in Fiscal 2024. In Fiscal 2025, they served 29,281 patients and completed 2,885,450 treatments in India which represented approximately 10% of the total dialysis patients in India. Additionally, by September 30, 2025, the company served 31,046 patients and completed 1,591,377 treatments in India.

The company is also the largest dialysis service provider in Asia in 2025 and the fifth largest globally based on the number of treatments performed in Fiscal 2025.They are the only Indian dialysis services provider that has scaled internationally with a global network of 519 clinics, with 51 clinics internationally across the Philippines, Uzbekistan and Nepal, as of September 30, 2025.They are the most widely distributed dialysis network in India with an extensive pan-India network of clinics across 288 cities, as of September 30, 2025 and 21 States and four Union Territories and in particular 77.35% of their clinics spread across tier II and tier III cities and towns, as of September 30, 2025

Objects of the Issue

- Capital expenditure by the company for opening new dialysis clinics in India – ₹129.1 Crore
- Pre-payment, or scheduled repayment, in full or part, of certain borrowings availed by the company– ₹135.99 Crore
- General Corporate Purposes – ₹88.31 Crore
- Offer for sale – ₹517.64 Crore

Financial Details

Particulars (Amount in Crores)	30-Sep-25	31-Mar-25	31-Mar-24	31-Mar-23
Revenue from Operations	473.5	755.8	566.1	437.2
Other income	10.4	14.1	8.5	5.9
Total Income	**483.9**	**769.9**	**574.6**	**443.1**
Expenses				
- Cost of Material Consumed	**108.6**	**194.1**	**168.6**	**142.5**
- Healthcare Professional Fees	**52.2**	**90.3**	**59.3**	**31.1**
- Hospital Fees	**38.6**	**67.7**	**55.9**	**47.9**
- Employee benefit expenses	82.7	122.6	91.3	96.6
- Other expenses	79.6	114.3	90.0	70.6
Total expenses	**455.7**	**682.2**	**541.3**	**451.6**
EBITDA	**110.3**	**166.6**	**99.6**	**48.5**
EBITDA Margin (%)	**23.29%**	**22.04%**	**17.59%**	**11.09%**
- Finance cost	51.1	20.8	20.1	16.2
- Depreciation and amortization	42.9	72.4	56.1	46.8
Profit/(Loss) before tax	**26.7**	**87.5**	**31.9**	**-8.6**
Tax expense/(credit)	13.6	20.3	-1.9	3.2
Profit/(Loss) After Tax	**13.1**	**67.2**	**33.8**	**-11.8**
PAT Margin (%)	**2.71%**	**8.73%**	**5.88%**	**-2.66%**
Basic EPS (in Rs.)	**1.69**	**8.28**	**4.55**	**-1.53**

Key Metrics	30-Sep-25	31-Mar-25	31-Mar-24	31-Mar-23
Number of Patients	35,425.00	33,076.00	28,947.00	22,890.00
Revenue per treatment	2,531.05	2,274.62	2,084.15	1,912.40
Net Debt/ EBITDA	1.12	0.58	1.83	3.77

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Competitive Strengths

- **Largest Dialysis Chain in India and Asia** – The company is the India's largest dialysis service provider in terms of number of patients served, clinics, cities covered, treatments performed, revenue, and EBITDA (excluding other income) in Fiscal 2025, and it is 4.4 times the size of the next largest organized dialysis provider in India in terms of operating revenue in Fiscal 2024. They are also the largest dialysis service provider in Asia in 2025 and the fifth largest globally based on the number of treatments performed in Fiscal 2025. In India, they are the leader in dialysis services in Fiscal 2025, with a market share of over 50% of the organized market.

- **Protocol-Driven Quality, Technology-Led Excellence** – The company's protocol-led approach plays a crucial role in improving the average life expectancy. For instance, their RenAssure protocols cover every aspect of the dialysis treatment. These protocols are reviewed to ensure new research findings are incorporated and are then implemented across all the clinics. As they expand their operations outside India, their clinical team interacts with local personnel in countries where they intend to expand to understand the protocol differences that are prevalent. They then adopt the RenAssure protocols to suit the country's dialysis system.

- **Organic Growth Supported by Successful Acquisitions and Integration** – The company has scaled their operations in India from one clinic in 2010 to 519 clinics, across India, Nepal, the Philippines and Uzbekistan as of September 30, 2025, and have a well-diversified network with presence in 288 cities in India. Their expansion strategy includes greenfield and brownfield operations, along with PPP collaborations, allowing them to scale efficiently and cater to diverse patient needs. As of September 30, 2025, the company had 80, 259, and 180 clinics operating through greenfield, brownfield, and PPP collaborations, respectively.

- **Sustainable Dialysis Leadership Through ESG Initiatives** – The company launched an ESG initiative aimed at reducing plastic waste generated from bin covers across their dialysis clinics. This initiative reflects their focus on minimising environmental impact while maintaining clinical safety and compliance. As of September 30, 2025, the initiative has been implemented in over 295 clinics. The programme has resulted in a 25% to 30% reduction in plastic bin cover consumption and has led to the elimination of over 18 tonnes of plastic waste per year, contributing to their environmental sustainability goals.

Key Risk Factors

- **High Dependence on Captive Clinic Contracts –** The company derives a portion of their revenue from operations from their captive clinics, which are defined as their dialysis clinics operated within private hospital premises under contractual arrangement, and such captive clinics accounted for 36.51%, 43.30%, 51.96% and 62.23% of the revenue from operations in the six months period ended September 30, 2025 and Fiscals 2025, 2024 and 2023, respectively. If their contracts for operating captive clinics are cancelled or if they are unable to renew or retain similar revenue and operational arrangements, their business may be materially and adversely affected.

- **Reliance on PPP Contracts for Revenue–** The company operates a number of their dialysis clinics under public private partnership ("PPP") contracts awarded by government agencies through a competitive bidding process. Such contracts accounted for 30.96%, 32.62%, 29.24% and 22.39% of their revenue from operations in the six months period ended September 30, 2025 and Fiscals 2025, 2024 and 2023, respectively. There can be no assurance that they will qualify for, or that they will successfully compete and win such tenders, which could have an adverse impact on the business prospects, results of operations, financial condition and cash flows.

- **Execution Risks in Geographic and International Expansion –** Expansion into new geographic regions subjects them to various challenges, including those relating to the company's lack of familiarity with the culture, governmental agencies, local laws and regulations and economic conditions of these new regions, language barriers, difficulties in staffing and managing such operations, and the lack of brand recognition and reputation in such regions. The risks involved in entering new geographic markets and expanding operations, may be higher than expected, and they may face significant competition in such markets.

- **Operational, Medical & Legal Risk–** The company is subject to various operational, reputational, medical and legal risks associated with the operations of their dialysis services. Any failure to establish and comply with appropriate quality standards when performing dialysis services could result in litigation and liability for the company and could materially and adversely affect the reputation and results of operations.

Comparison with Listed Peers

Name of the Companies	Market Price	Face Value (per Share)	P/E Ratio	EPS (Basic)	EPS (Diluted)	RoNW (%)	NAV (per Share)
Nephrocare Health Services Limited	NA	2.00	20.73*	37.1**	37.1**	13.19%	59.56
Peers:							
Narayana Health	1931	10.00	49.64	38.9	38.9	21.77%	160.35
Jupiter Life Line Hospitals	1430	10.00	48.52	29.47	29.47	14.27%	192.55
Rainbow Children Hospital	1343	10.00	56.03	23.97	23.84	16.56%	134.69
Dr. Agarwal's Healthcare	498	1.00	177.86	2.8	2.78	5.73%	55.13
Dr. Lal Path Labs	3004	10.00	51.37	58.48	58.4	22.30%	245.26
Metropolis Healthcare	1923	2.00	67.97	28.29	28.15	10.90%	236.34
Vijaya Diagnostics	1016	10.00	72.83	13.95	13.92	17.99%	70.98

*P/E calculated based on upper band price.
**EPS calculated including fresh issue shares.

Summary

The Indian Dialysis Market is valued at USD 5 Billion in 2024 with a Compounded Annual Growth Rate (CAGR) of 8.83% from 2024-2030. The market is primarily driven by the increasing prevalence of kidney diseases primarily due to diabetes and hypertension, which has resulted in a growing need for dialysis treatments. Additionally, advancements in dialysis technologies and increasing awareness about renal healthcare are further enhancing market growth.

Nephrocare Health Services Ltd. provides end-to-end dialysis care through a wide network of clinics across India and select international markets. The company offers services including diagnosis, haemodialysis, home and mobile dialysis, and wellness programs, supported by an in-house pharmacy. As of Sep 30, 2025, Nephrocare operated 519 clinics with 51 across the Philippines, Uzbekistan, and Nepal. This includes the world's largest dialysis clinic in Uzbekistan. In India, the company had a presence across 288 cities in 21 States and 4 Union Territories. Approximately 77.53% of its clinics were located in tier II and tier III cities, addressing a critical need in underserved regions.

The company plans to deploy the proceeds towards expanding its dialysis clinic network in India over the next two and a half years, primarily focusing on captive clinics, along with partial repayment of existing debt. In FY25, approximately 43% of the total revenue was generated from captive clinics, while 32% came from Public–Private Partnership (PPP) arrangements. Additionally, international operations contributed nearly 40% of the overall revenue. The company has consistently reported EBITDA margin improvement in the range of 50–100 bps and expects this positive trajectory to continue going forward as the utilization of the clinics improves over time.

Therefore, it is recommended to **"Subscribe"** to the IPO for long-term investment, considering its growth potential.

DISCLAIMER

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