



IPO Note

NEPHROCARE HEALTH SERVICES LIMITED

Dec 10th, 2025

Nov 10th, 2025**Details of the Issue**

Price Band	₹ 438 - ₹ 460
Issue Size	₹ 871.05 Cr
Face Value	₹ 2
Bid Lot	32
Listing on	BSE,NSE
Post Issue Mcap	₹ 4,615 Cr
Investment Range	₹ 14,016 - ₹ 14,720

Important Indicative Dates (2025)

Opening	10 - Dec
Closing	12 - Dec
Basis of Allotment	15 - Dec
Refund Initiation	16 - Dec
Credit to Demat	16 - Dec
Listing Date	17 - Dec

Lead Manager

ICICI Securities Ltd
Ambit Pvt Ltd
IIFL Capital Services Ltd
Nomura Financial Advisory and Securities Pvt Ltd

Offer Details

Offer Size	₹ 871.05 Cr
Fresh Issue	₹ 353.40 Cr
OFS	₹ 517.64 Cr

Type	In Rs Cr	No of Shares (Mn)		% of Issue
		Upper	Lower	
QIB	436	9.47	9.94	50
NII	131	2.84	2.98	15
Retail	305	6.63	6.96	35
Em-ploy.	-	-	-	-
Total	871	18.94	19.89	100

Invest Now**Company Profile**

Nephrocare Health Services Ltd. delivers comprehensive dialysis care through a large network of 519 clinics across India and select international markets, including the world's largest dialysis clinic in Uzbekistan. The company offers diagnosis, haemodialysis, home and mobile dialysis, and wellness programs, supported by an in-house pharmacy. With 77.5% of its clinics in tier II and III cities, Nephrocare addresses critical gaps in underserved regions. As of Sep 30, 2025, it operated across 288 cities in 21 States and 4 UTs in India, serving 29,281 patients and completing 2.88 million treatments in FY25 about 10% of India's dialysis patient base. By Sep 30, 2025, it had served 31,046 patients and delivered 1.59 million treatments in India, supported by 5,562 dialysis machines. The company has also partnered with leading hospital chains such as Max, Fortis, Care, Wockhardt, Paras, CMRI, Jehangir Hospital, and Ruby Hall Clinic to run in-house dialysis centers.

GEPL's Insights & Investment Thesis:

- Nephrocare holds over 50% of India's organized dialysis market, 4.4× larger than its nearest competitor, and delivered a 20% treatment CAGR (FY23-FY25) with a 5,562-machine base and strong Tier II/III penetration. JV with Al Faisaliah Group enables entry into Saudi Arabia's high-reimbursement dialysis market, with additional growth potential across Southeast Asia, CIS, and the Middle East.
- Asset-light model with 52% revenue sharing clinics, low capex per clinic (₹10-16M), and contract manufacturing reduced consumables costs from 32.6% to 25.7% (FY23-FY25). Revenue grew from ₹4,373M to ₹7,558M (FY23-FY25), EBITDA tripled, PAT turned positive to ₹671M, ROE rose to 13.45%, supported by clinical excellence via RenAssure protocols, Enpidia training, Renova technology, and AI-enabled systems.
- The issued is priced at EV/EBITDA of 26.1x on post issue capital. We believe that the company is reasonably value as compare to its peers. Therefore, we recommend a "Subscribe" rating for the Issue.

Business Highlights & Services

Nephrocare Health Services is India's largest and Asia's leading dialysis services provider, backed by dominant market share, unmatched scale, and a deeply entrenched network across 519 clinics in 328 cities, including strong tier II/III penetration and the world's largest dialysis clinic in Uzbekistan. Its asset-light, multi-format expansion model (greenfield, brownfield, PPP), strong international presence, and cluster-based strategy support rapid, capital-efficient growth. With comprehensive dialysis offerings, high patient stickiness, and recurring demand, the company delivers strong treatment growth (20% CAGR) and rising revenue contributions from both domestic and international markets. Margin expansion is driven by centralized procurement, bulk purchasing, backward integration of consumables, and standardized clinic formats, reducing material costs significantly. Supported by predictable cash flows, diversified geography, and industry leadership with over 50% share of the organized market, Nephrocare is positioned for sustained revenue acceleration, strong profitability, and long-term structural growth.

Nephrocare's investment appeal is rooted in its strong clinical governance, scalable operating model, and disciplined expansion strategy, which collectively strengthen its leadership in the dialysis industry. The company's protocol-driven RenAssure framework, supported by a global advisory board of leading nephrologists, ensures consistent-



A robust training ecosystem through the Enpidia academy India's only BONENT-accredited institute creates a steady pipeline of skilled technicians, strengthening service quality and reducing talent risk. Technology-led innovations such as the patented Renova reprocessing system, digital patient engagement platforms, and AI-driven support tools enhance efficiency, patient experience, and clinical monitoring, reinforcing operational differentiation. Nephrocare's multi-pronged expansion greenfield, brownfield, PPP, and strategic acquisitions—has scaled the network from one clinic in 2010 to 519 across India and international markets, supported by structured due diligence and seamless post-acquisition integration. The company's acquisition track record, including DaVita India and multiple Philippines networks, demonstrates its ability to unlock synergies, improve quality, and accelerate growth. Its cluster-based expansion, strong tier II/III presence, and asset-light PPP partnerships enable capital-efficient scale-up and predictable recurring revenue. With growing global footprint, advanced clinical systems, technology-enabled operations, and a proven acquisition engine, Nephrocare is positioned for sustained long-term value creation.

Nephrocare follows a capital-efficient, data-driven expansion model focused on tier II/III micro-markets, using patient density and disease incidence to select high-utilization sites. Its asset-light clinic network, strong PPP presence, and partnerships with hospitals enable rapid scale-up with stable recurring revenue. The company benefits from industry tailwinds such as rising CKD cases, higher healthcare spending, and wider Ayushman Bharat coverage. Growth is driven by new clinics across North, East, and West India, expansion of high-volume centers, and selective global moves in the Philippines, Uzbekistan, and KSA. A structured inorganic strategy validated by successful integrations of DaVita India, RCDC, Renal Therapy Solutions, and Hemo Group—adds scale, synergies, and profitability.

Nephrocare is pursuing disciplined international expansion supported by strong global dialysis tailwinds, targeting high-potential regions in Southeast Asia, the Middle East, and CIS markets where CKD incidence is rising, organized dialysis penetration is low, and price realization is higher. With the global dialysis industry growing from USD 75.2 billion in 2024 to an expected USD 106.2 billion by 2029, the company leverages its cost-efficient India-based model, strong clinical protocols, and centralized procurement to deliver high-quality, competitively priced care abroad. Having already expanded into Nepal, the Philippines, and Uzbekistan—and strengthened its Middle East presence through a JV with Al Faisaliah Group Nephrocare follows a strict market selection framework based on PPP potential, regulatory ease, reimbursement strength, partner quality, and political stability. Its proven execution across standalone clinics, hospital partnerships, greenfield centers, and PPPs provides a replicable playbook for global markets. With unmet demand and a fragmented competitive landscape, Nephrocare is positioned to capture scalable, margin-accretive growth and emerge as a leading Asia-based consolidator in global dialysis care.

The company continues to deepen supply-chain strength through greater purchasing power, preferred vendor relationships, and an expanding contract-manufacturing ecosystem for key consumables, improving cost control, quality assurance, and uninterrupted availability. These initiatives combined with shared clinical teams and standardized protocols drive operational leverage and have already translated into consistent profitability gains, with EBITDA margins rising from 11.1% in FY23 to 23.3% in FY25 (H1). Parallel investments in digital infrastructure, including home dialysis platforms, AI-driven risk analytics, clinical dashboards, and the patented Renova system, enhance patient experience, reduce errors, and improve network-wide efficiency. Mobile apps for patients and clinicians further streamline care delivery and strengthen engagement. Together, these supply-chain efficiencies and technology capabilities provide a strong foundation for sustained margin expansion, scalable growth, and competitive leadership in India and international markets.

[Geography Wise revenue mix](#)

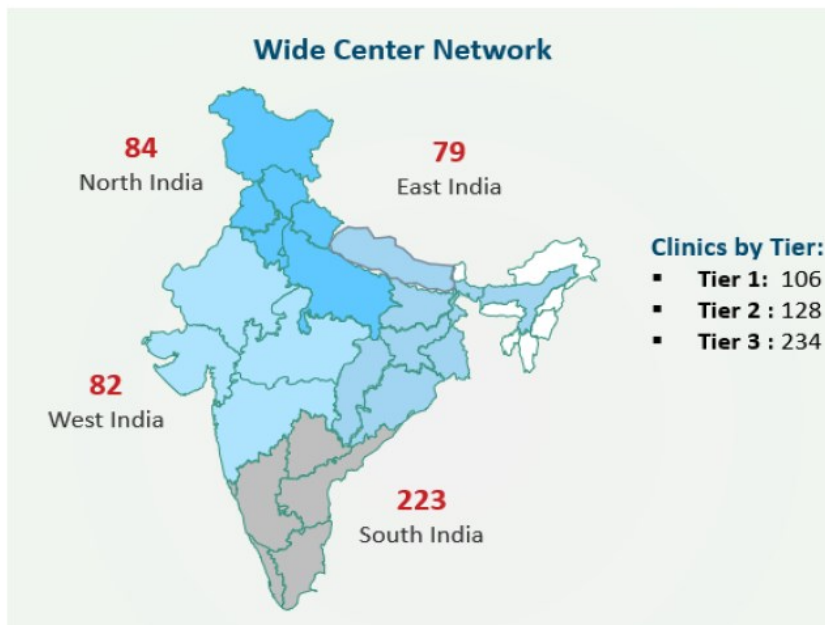
Particular	1HFY26		FY25		FY24		FY23	
	Amount (In Cr)	%	Amount (In Cr)	%	Amount (In Cr)	%	Amount (In Cr)	%
India	284	42.84%	516	51.79%	432	61.63%	386	79.10%
International markets	189	28.51%	240	24.09%	135	19.26%	51	10.45%
Uzbekistan	46	6.94%	73	7.33%	66	9.42%	17	3.48%
Philippines	144	21.72%	167	16.76%	68	9.70%	34	6.97%
Others	-		0.40	0.04%	-			0.00%
Total Revenue	663	100.00%	996	100.00%	701	100.00%	488	100.00%



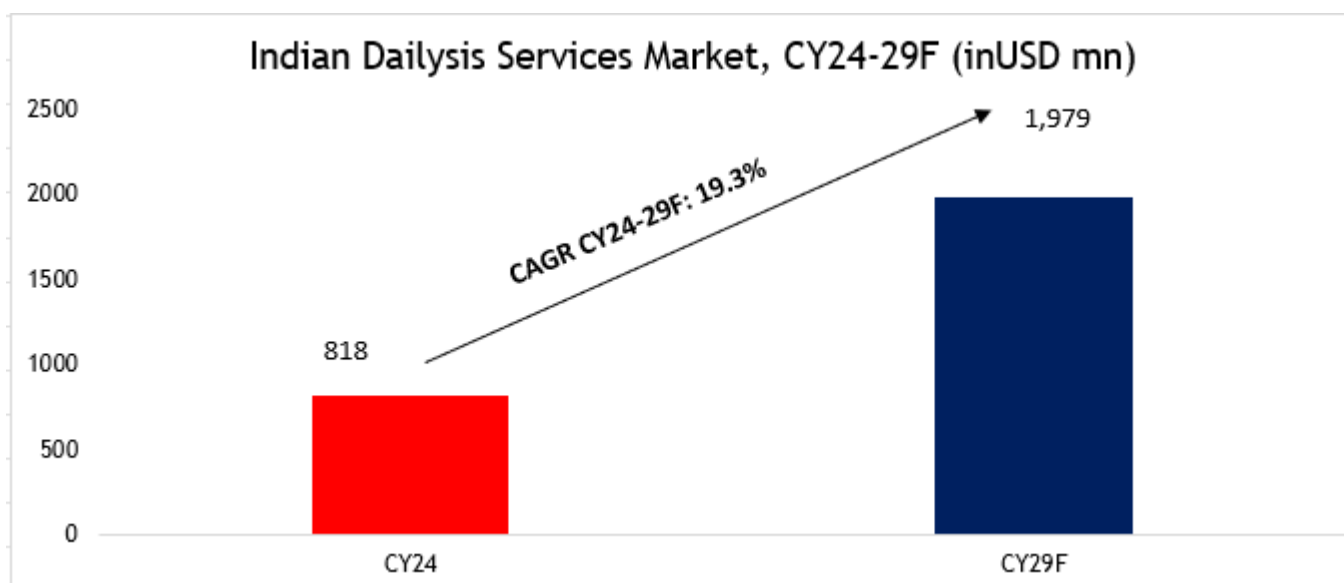
Key Operational Metrics

Particular	1HFY26	FY25	FY24	FY23
Clinics	519	490	436	316
Captive clinics	272	255	233	224
Standalone clinics	67	59	46	27
PPP clinics	180	176	157	65
Number of Patients	35,425	33,076	28,947	22,890
Treatments (mn)	2	3	3	2
Revenue per Treatment (Rs)	2,531	2,275	2,084	1,912
Frequency (x)	2	2	2	2
Utilisation Rate (%)	75.00%	72.10%	69.90%	68.60%

Hospital KPIs



Industry Outlook





Peers Comparisons

Name of the company	Face Value (₹)	Total Revenue (In Cr)	EPS	P/E (x)	NAV (In INR)	RoNW(%)
Nephrocare Health Services Ltd	2	756	5.55	NA	26.58	20.08%
Peers Group						
Narayana Hrudalaya Ltd	10	5,483	38.90	45.21	160	21.77
Jupiter Lifeline Hospitals Ltd	10	1,262	29.47	51.10	192	14.27
Rainbow Children Hospital Ltd	10	1,516	23.97	56.84	134	16.56
Dr Agarwal Healthcare Ltd	1	1,711	2.80	179	55	5.73
Dr Lal Path Labs	10	2,461	58.48	52.47	245	22.30
Metropolis Healthcare Ltd	2	1,331	28.29	69.48	236	10.90
Vijaya Diagnostics Ltd	10	681	13.95	73.14	71	17.99

Company's Competitive Strength

- India's and Asia's largest dialysis chain with leadership across the markets.
- Scale coupled with asset-light model driving cost efficiencies and operational excellence.
- Driving clinical excellence and quality through protocols and advanced technology.
- Organic growth augmented by proven track record of acquisitions and integration in India and internationally.
- Patient-centric leadership and seasoned management team backed by marquee investors.
- Driving sustainable dialysis leadership with environmental, social and governance measures.
- Track record of sustainable growth, profitability and return.

Key Strategies Implemented by Company

- Continue to consolidate the leadership position in India.
- Scale operations in existing international markets including through inorganic growth opportunities.
- Expand further in South East Asia, Commonwealth of Independent States and Middle East markets.
- Continue to focus on operating efficiency and leveraging the network scale to drive supply chain benefits and profitability.
- Continue to focus on innovation-led digital healthcare to enhance convenience, efficiency and reach.

Particular (INR in Cr)	1HFY26	FY25	FY24	FY23
Equity Capital	4	2	2	2
Reserves and Surplus	713	582	412	387
Net Worth	717	584	414	389
Revenue	474	756	566	437
Growth (%)		34%	30%	
EBITDA	111	167	101	49
EBITDAM (%)	23%	22%	18%	11%
PAT	3	9	6	-3
PATM (%)	0.6%	1.2%	1.1%	-0.6%
ROE (%)		11.5%	8.5%	-3.0%
ROCE (%)		13.4%	8.1%	1.3%



Notes

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