



**Familiarization of Medanta Ranchi to GHL Board Members**

# Overview

- Medanta Operations started from – 9<sup>th</sup> June 2015
- Covered area of HCO (sq.ft.) – 1,21,289.26
- First super specialty hospital of united Bihar & Jharkhand. Serving since more than two decades.
- Facility is well known for super specialty services (Cardiac, Gastro, Neuro, Kidney diseases, Kidney Transplant Program, Critical Care & Emergency Services)
- Hospitalist Program with 24/7 specialist coverage
- Strong Weavers' society support, robust community connect initiatives
- Believes in providing care to patients at an affordable cost while bringing a balance between advancement in technology, clinical talents, skilled caregivers pool and efficient supports teams considering patients' need.



# Facility Overview



- Total Sanctioned bed : 200
- Total Operational bed : 159
- Total Critical Care units bed : 54
- Total Non critical care units bed : 105
- Total ER bed : 12
- Total Dialysis bed: 11
- Other Day Care Beds : 11
- OT – 8 Nos

Hospital Floor Plan
<b>Ground Floor</b> : Reception, OCC, Registration & Admission Desk, Ayushman Desk, Billing Desk, OPD Consultation Rooms, OP Pharmacy, Nursing Desk, Dialysis, Physiotherapy, EEG/EMG/NCV, Uroflowmetry, Emergency, Nuclear Medicine, ECG/ECHO/TMT/ Holter/PFT/Spirometry/Radiology
<b>First Floor</b> : General OT Complex, Neuro ICU, Dental, Economy Wards, Nursing Desk
<b>Second Floor</b> : Cardiac OT, Neuro OT, Cath lab, CCU, HDU, ITU, Twin Sharing, Deluxe Room, Nursing Desk
<b>Third Floor</b> : MICU, CSSD, Patient Rooms (Suite, Deluxe), Nursing Desk, IP Pharmacy
<b>Fourth Floor</b> : TPA /PSUs/ Corporate Operations/billing Desk, IT Office, Sr. Advisor Office, Conference Room, Manager IP Pharmacy office
<b>Hospital Premises</b> : Security control room, Kitchen & Cafeteria, Blood Bank, Laboratory, MRD, HK Office, STP/ETP,BMW Storage Area, MGPS, Store, Mortuary, LMO, Auditorium, Library, Quality, ICN, HR Office, Engineering Office, BME Office, Marketing & Finance Office

# Scope of Services: Clinical

- 
- A solid red vertical bar is positioned to the left of the list items.
- 1. Anaesthesiology**
  - 2. Cardiology**
  - 3. Cardiothoracic & Vascular Surgery**
  - 4. Critical Care**
  - 5. Emergency Medicine**
  - 6. Internal Medicine**
  - 7. General Surgery**
  - 8. Gynaecology**
  - 9. Medical Gastroenterology including Hepatology**

- 
- A solid red vertical bar is positioned to the left of the list items.
- 10. Nephrology including Dialysis**
  - 11. Neurology**
  - 12. Neurosurgery**
  - 13. Orthopaedic surgery including Joint Replacement Surgery**
  - 14. Plastic and Reconstructive Surgery**
  - 15. Respiratory Medicine**
  - 16. Renal Transplant**
  - 17. Urology**

# Scope of Services - Diagnostic



## Scope of Services – Radiology & Imaging:

- Magnetic Resonance Imaging (MRI)
- Computed Tomography Scan (CT)
- Doppler Test
- Ultrasound Sonography (USG)
- X-Ray
- Mammography
- Special Investigations



## Non Invasive Cardiology Investigations:

- Electrocardiogram(ECG)
- Treadmill Test(TMT)
- Echocardiogram(2D Echo)
- Holter Monitoring



## Scope of Services – Laboratory:

- Clinical Bio – chemistry
- Clinical Microbiology
- Clinical Serology
- Clinical Pathology
- Cytopathology
- Haematology
- Histopathology
- Molecular Biology

# FY2024 Bed Capacity



Key metrics	Half Year End			Quarter			
	H1 FY23	H1 FY24	Change	Q2 FY23	Q1 FY24	Q2 FY24	Change
Critical Care or ICU	54	54	-	54	54	54	-
Ward and HDU	105	105	-	105	105	105	-
Total Census Bed	159	159	-	159	159	159	-
Daycare Beds	34	34	-	34	34	34	-
Total Bed Capacity	193	193	-	193	193	193	-

# Bed Occupancy Overview



Category	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23
ICU Occupancy	51.5% (36.3%)	48.1% (41.7%)	51.2% (42.8%)	49.5% (45.9%)	63.9% (43.8%)	65.1% (50.6%)
Ward Occupancy	55.6% (42.9%)	50.1% (41.8%)	53.1% (47.8%)	54.1% (52.4%)	62.4% (51.1%)	71.7% (65.6%)
Total Occupancy	54.2% (40.6%)	49.5% (41.8%)	52.5% (46.1%)	52.5% (50.2%)	62.9% (48.6%)	69.5% (60.5%)
Midnight census*	86 (67)	79 (67)	83 (74)	83 (80)	100 (77)	110 (96)

% in Red indicates occupancy for the same time period during last FY

\*Midnight census is average beds occupied

# Clinical Department & Talents



## HEART INSTITUTE – CARDIOLOGY

Dr. Niraj Prasad, Associate Director  
Dr Mukesh Kumar Agrawal ,Associate Consultant  
Dr Vinit Kumar ,Associate Consultant

## HEART INSTITUTE – CARDIAC SURGERY

Dr. Millan Kundu, Associate Director  
Dr Balamurli Srinivasan, Associate Director  
Dr Amit Prakash Chandra. Consultant Cardiac Anesthesia

## DIGESTIVE & HEPATOBILIARY SCN

Dr. Ramesh Chandra, Associate Director  
Dr. Sangeet Sawrav, Consultant

## NEUROSCIENCES & NEUROLOGY

Dr. Anand K. Jha, Consultant  
Dr. Kumar Vijay Anand, Consultant

## UROLOGY

Dr. M. K. Senapati, Associate Director  
Dr Ashok Kumar Gupta, Consultant

## BONE & JOINTS

Dr. Nilesh Mishra, Full Time Consultant  
Dr. Ujjwal Sinha, Visiting Consultant

## RESPIRATORY & SLEEP MEDICINE

Dr. Deb Dutta Bandopadhyay, Associate Consultant  
Dr. Tejveer Singh, Attending Consultant

## CLINICAL & PREVENTIVE CARDIOLOGY

Dr. Manisha Sharma , Associate Consultant

## RADIOLOGY & IMAGING

Dr. Shwetam Kumar, Consultant  
Dr. Abid Raza , Consultant  
Dr. Kumar S. Mahan, Consultant

## PATHOLOGY & LABORATORY

Dr. Bikash Kumar, Sr. Consultant,  
Dr. Khusboo Associate Consultant

## GENERAL SURGERY

Dr. N. A. M Ali, Associate Director  
Dr. Vinay Mishra, Associate Director

## ENT and HEAD & NECK

Dr Krishna K Das ,Associate Consultant  
Dr. Abhimanyu Kadapathri , Visiting Consultant

## DENTAL SCIENCES

Dr. Ravi Raushan , Clinical Associate

## INTERNAL MEDICINE

Dr. Gaganjot, Attending Consultant

## OPHTHALMOLOGY

Dr. Vishal Kumar Choudhary, Visiting Consultant

## PLASTIC SURGERY

Dr. Arvind Prakash- Associate Director

## CRITICAL CARE

Dr. Tapas Kumar Sahoo  
Associate Director & Head Critical Care  
Dr. Manoj Kumar, Consultant  
Dr. Poonam Kumari, Sr Consultant  
Dr. Ritesh Chandra, Attending Consultant  
Dr. Mohd Kashif Jamal ,Consultant  
DNB Critical care Students

## GENERAL ANESTHESIA & PAIN MANAGEMENT

Dr. Naseem Akhtar, Associate Director,  
Anesthesia  
Dr Priyanka Das ,Consultant Anesthesia  
DNB Anesthesia students

## EMERGENCY & TRAUMA

Dr Avishek Chatterji ,Consultant & Head ER  
Dr. Himanshu Kumar, Registrar  
Dr. Suman Kumar Chandan, Registrar

## MEDICAL ONCOLOGY

Dr Satish Kumar Sharma Visiting Consultant

## PEDIATRIC CARDIOLOGY

Dr Gautam Shankar Visiting Consultant

## SURGICAL GASTROENTEROLOGY

Dr. Avinash Kumar Jha, Consultant

## NEPHROLOGY

Dr. Amit Kumar, Consultant  
Dr Vijay Kumar Singh, Associate  
Consultant  
Dr. Sidhartha Mishra, Associate Director

## GYNECOLOGY

Dr Amulya Swati ,Consultant  
Dr. Anupama Singh, Visiting Consultant

## MENTAL HEALTH

Dr. Pawan Kumar Barnwal, Part Time  
Visiting Consultant

## MICROBIOLOGY

Dr. Dibya Sharma, Asst. Consultant

## DERMATOLOGY

Dr Manisha Thapa, Visiting Consultant

## RHEUMATOLOGY

Dr. BK Gupta, Visiting Consultant



# Exceptional Clinical Talents at Medanta, Ranchi



**Dr. Niraj Prasad**  
(Associate Director, Cardiology)



**Dr. Mukesh Kumar Agarwal**  
(Associate Consultant, Cardiology)



**Dr. Vinay Mishra**  
(Associate Director, GI Surgery )



**Dr. Tapas Kumar Sahoo**  
(Associate Director and Head, Critical Care)



**Dr. Anand Kumar Jha**  
(Asst. Consultant, Neurosurgery)



**Dr. Milan Kundu**  
(Associate Director, CTVS)



**Dr. Gaganjot Kaur**  
(Attdg Consultant, Int Medicine)



**Dr. Arvind Prakash**  
(Associate Director, Plastic Surgery)



**Dr. Ramesh Chandra**  
(Asst. Director, Gastroenterology)



**Dr. Kumar Vijay Anand**  
(Consultant, Neurology)



**Dr. Amit Kumar**  
(Asst. Consultant Nephrology)



**Dr. Siddhartha Mishra**  
(Associate Director- Kidney and Renal Transplant Medicine )



**Dr. M K Senapati**  
(Associate Director, Urology)



**Dr. Sangeet Sawrav**  
(Consultant, Gastroenterology)



**Dr. NAM Ali**  
(Associate Director, GI Surgery)



**Dr. Tejveer Singh**  
(Attd. Consultant, Pulmonology)



**Dr. Ashok Kumar Gupta**  
(Consultant, Urology)



**Dr. Avinash Jha**  
(Consultant, GI Surgery)



**Dr. Naseem Akhtar**  
( Asst. Director- Anaesthesiology)



**Dr. Nilesh Mishra**  
(Asst. Consultant),Orthopaedic)



**Dr. Debdutta Bandhopadhyay**  
(Associate Consultant, Pulmonology)



**Dr. Krishna K Das**  
(Associate Consultant, ENT)

# Significant addition of Senior Clinicians across specialty in FY 24



**Dr. Vinit Kumar**  
(Associate Consultant)- Interventional Cardiology



**Dr. Avishek Chatterjee**  
Consultant & Head- Emergency & Trauma



**Dr. Balamurali Srinivasan**  
(Associate Director)- CTVS

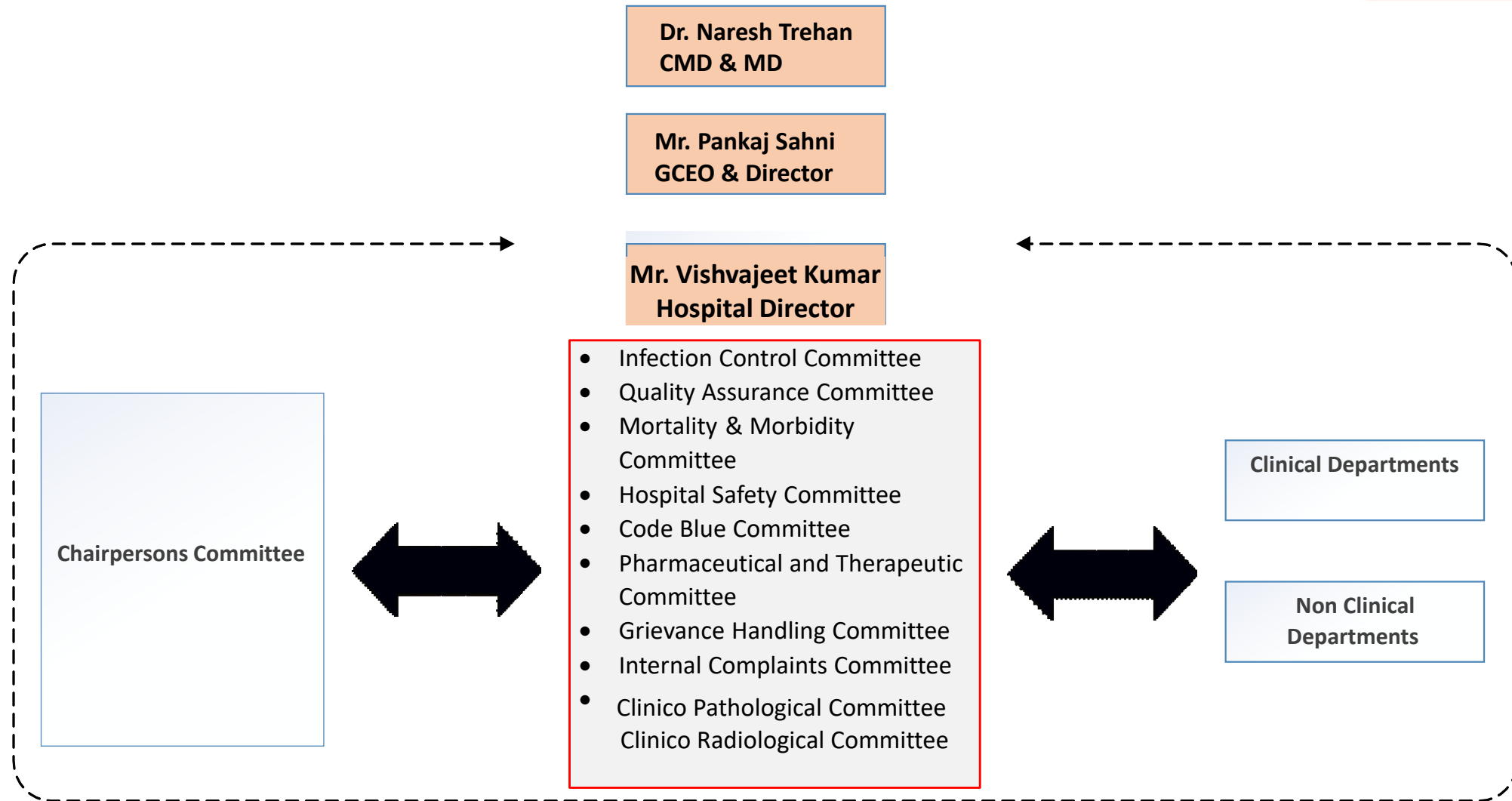


**Dr. Vijay Kumar Singh**  
(Associate Consultant Nephrology)



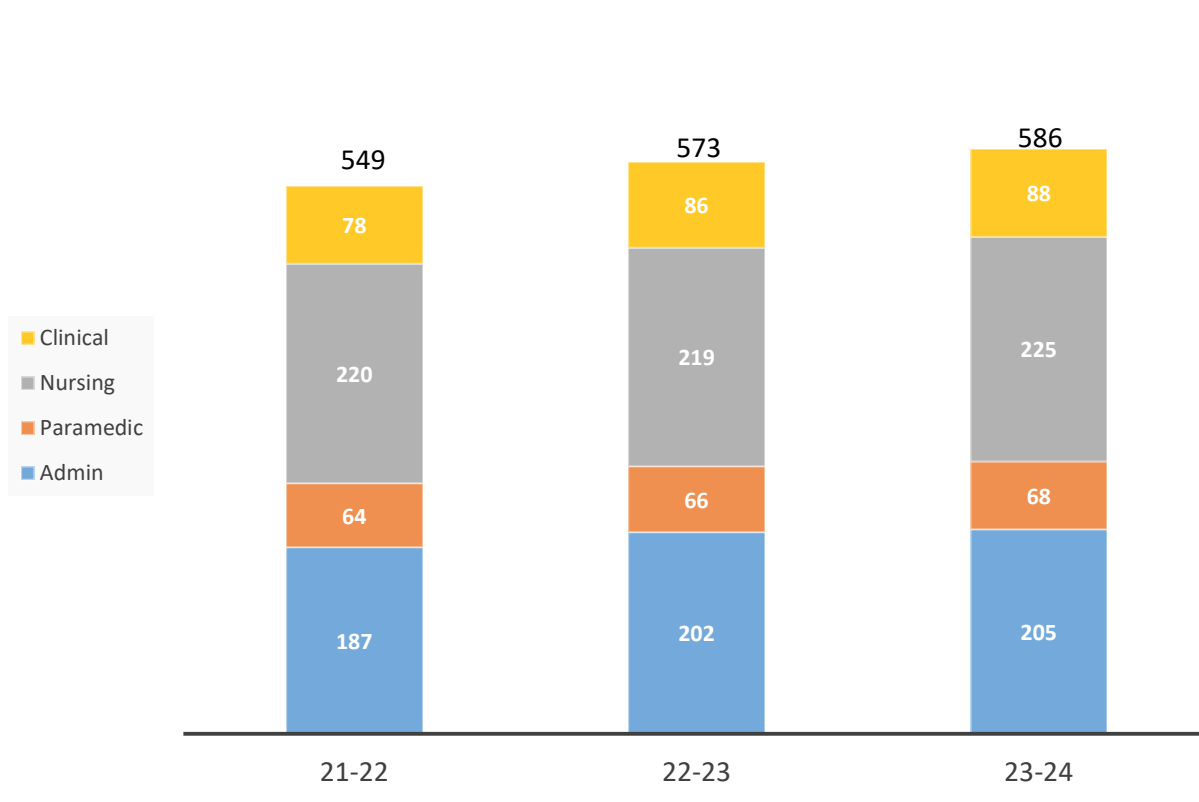
**Dr. Amulya Swati**  
(Consultant, Obs& Gyn)

# Collaborative Governance

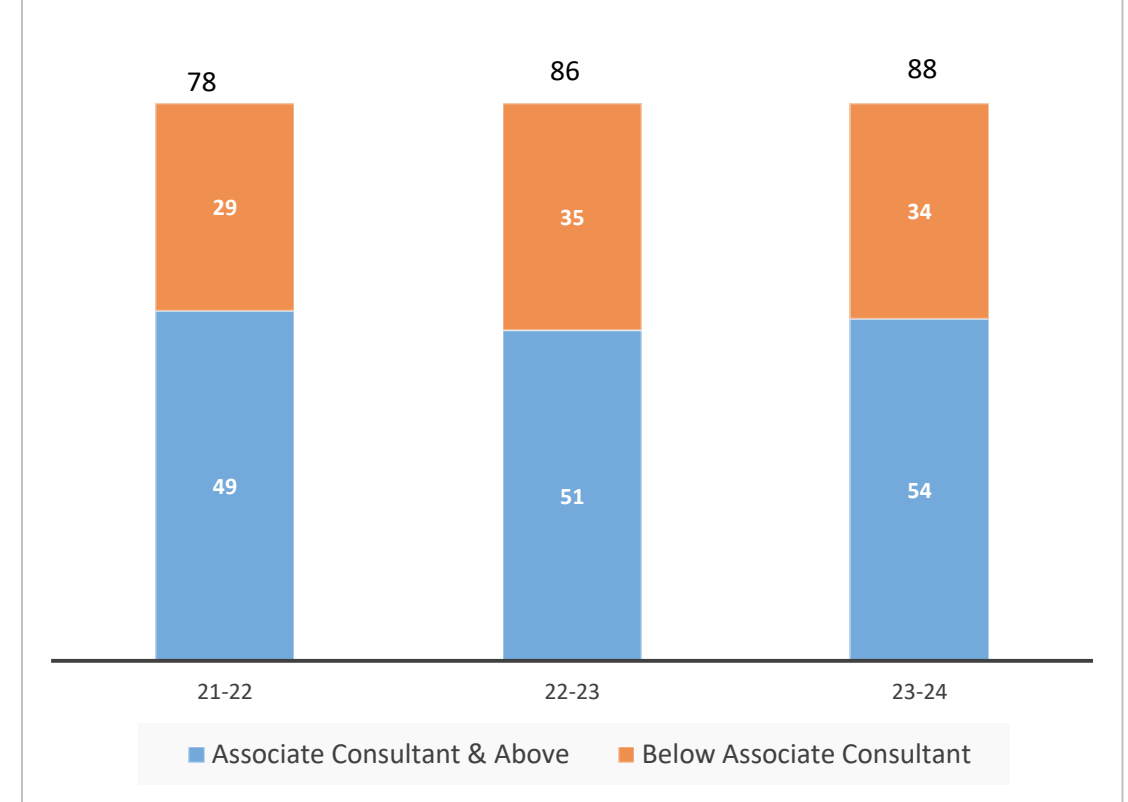


# Employee Headcount Trend

## Changes from 2021 - 2024



## Clinician



# Major Equipment's & Infrastructure



Prismaflex CRRT ( continuous renal replacement therapy from Baxter) is used for 24 hrs. Prismaflex delivers all therapy modalities and Therapeutic plasma exchange. The innovative Prismaflex system is designed to support the recovery of critically ill patients with acute kidney injury.



GE Innova 2100 Cathlab with 100 100 KW generator is complete Cath/Angio system that offers advance image quality and innovative dose management. To perform clinicians to complete interventional and diagnostic angiography procedure with 21cm flat panel detector.



Siemens 64 rows, 28 slice, GO up CT scanner is known for innovation as leader. Siemens GO-up innovating to maximize clinical outcomes and to contribute to patient well being minimizing radiation and contrast media disage. Siemens GO up is for higher efficiency, exceptional image quality and consistent results.



GE Signa HDxt 1.5 T MRI provide us advance technology. A proven, homogeneous 1.5T magnet delivers full 48 cm FOV with 8/16/32 channel RF. HD gradient engineered for high productivity and accuracy waveform.



GE Vivid 4D iq with TEE transducer cardiovascular ultrasound that delivers a combination of portability and power fit ECHO for Adults, interventions, intensive care unit ER for clinicians. It is robust, reliable, easy to use with 4D imaging technology for interdisciplinary examinations pose a wide variety of challenges.



GE Logiq P9 Ultrasound system is well suited for the clinical and workflow demands of general imaging from triage to comprehensive exams,. The user friendly Logiq P 9 delivers consistent image quality, comprehensive application coverage, advance features and ease of use enable the user timely, confident decisions.

# Major Equipment's & Infrastructure



Intensive care unit with controlled access.

- 18 beds in MICU unit
- Central monitoring system.
- Separate intensive care unit for Cardiac Surgery & Neuro surgery.
- State of the Art infrastructure ,Equipped with all life saving equipment's.
- Managed by expert Intensivist and Senior residents round the clock.

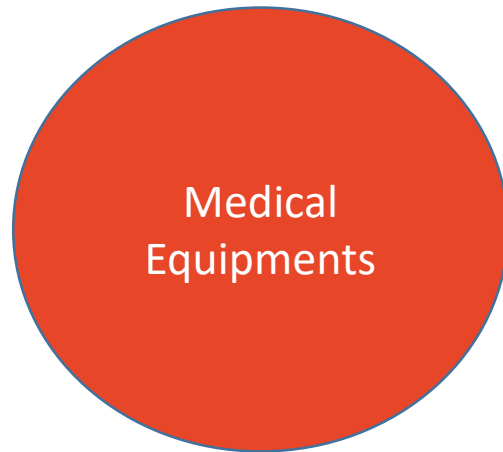


Emergency & Trauma Department having defined & displayed priority level –I (red), priority level –II (yellow), & priority level – III (green)



The Cardiac sciences department at Medanta Ranchi has a unique Heart team, concept to ensure that a team of clinical Cardiologist, interventional and cardiac surgeon combines their expertise to formulate and execute the best treatment option for patients with cardiac disease. The focus is to proficient care at an affordable cost. Cardiac specialist at Medanta Ranchi combine their experiences with the most advance techniques and diagnostic and surgical tools to treat and operate even the most complex cardiac cases. Medanta use the cutting edge technology and ensures long term success while providing immediate relief and ensuring patient functionality and safety.

# Major Equipment's Upcoming in FY 24:



## **MRI 1.5 Tesla**

Make: Siemens Healthcare

Model: Magnetom Sempra Tim

## **CUSA (Ultrasonic Aspirator)**

Make: Stryker

Model: Sonopet

## **Endoscopy Ultrasound(EUS)**

Make: Olympus Medical

Model: EVIS Premier plus

## **Anaesthesia workstation(advance features)**

Make: Mindray

Model: Wato 65

## **Ventilators (advance features)**

Make: Mindray

Model: SV600

## **Portable Ultrasound/Color Doppler System**

Make: Fujifilm Sonosite

Model: Sonosite Edge II

## Key Achievements – H1 FY24

**Highest OPD Volume in Q2**

**Highest number of Angioplasty among Pvt. Hospitals of Jharkhand in Q2**

**2nd highest occupancy in the month of Sept, 23 in Ranchi District**

**Crossed more than 36000 Lab & Investigation procedures in Sept 23 which is highest ever**

**Highest IP Volume in Sept23. H1 FY24 TPA/Insurance volume increased by 24% over H1 FY 23**

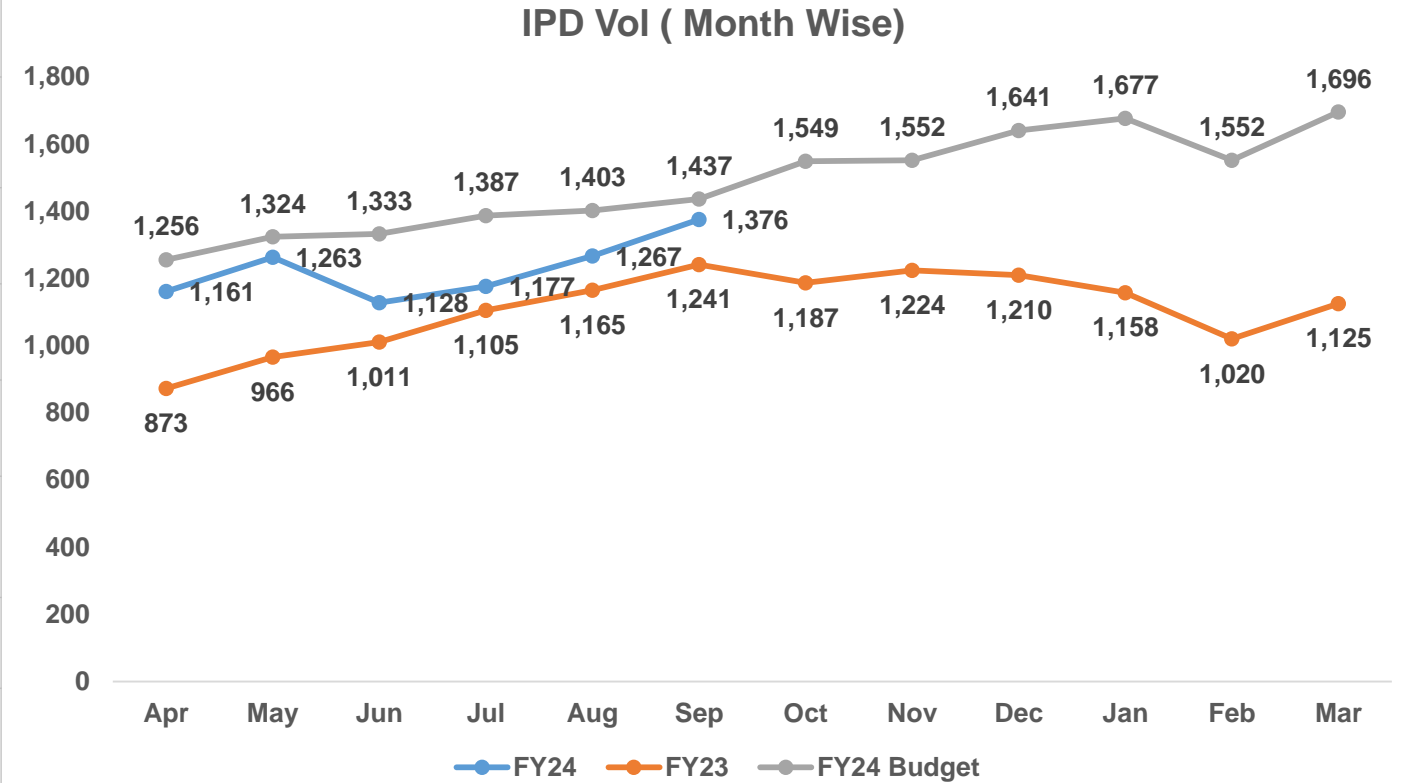
**H1 (FY 23) to H2 (FY 24) IP/OP Revenue growth by 18%**



# Overview: In-patient volume



YTD IP Vol		QTD IP Vol	
FY23 vs FY24		Q2 FY23 vs Q2 FY24	
LY	6361	LY	3511
Actual	7372	Actual	3820
Budget	8140	Budget	4227
<b>Growth % YoY</b>	<b>Ach % YoY</b>	<b>Growth % YoY</b>	<b>Ach % YoY</b>
16%	91%	9%	90%



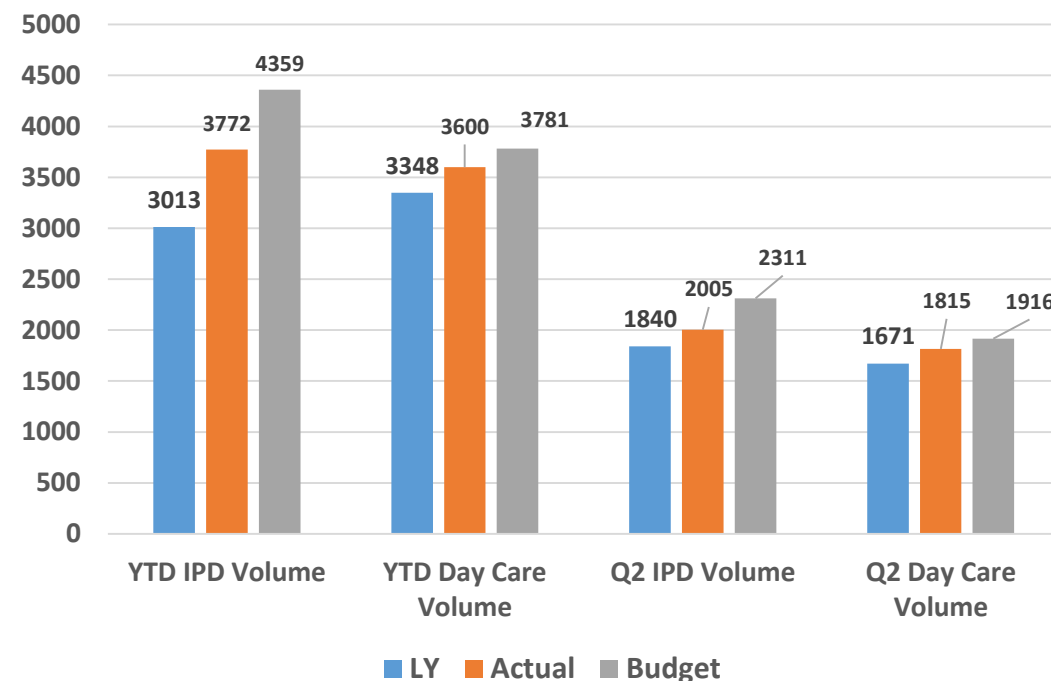
- YTD Growth of IP Volume(Including Daycare ) is 16% and budget achievement of 91%.(H1 FY 24 vs H1 FY23)
- Q2 FY24 volume growth is 9% compared to last year Q2 FY23 and budget achievement of 90%.
- Highest ever IP discharges of 1376 and 96% of volume budget achieved in Sept'23, primarily contributed by Internal medicine, Gastroenterology, Neurosciences, Cardiology & Critical care.
- Highest ever midnight occupancy of 130 achieved in Sept'23 vs 111 in Sep 22

# Overview: In-patient volume

IPD Volume			
YTD IP Vol		QTD IP Vol	
FY23 vs FY24		Q2 FY23 vs Q2 FY24	
LY	3013	LY	1840
Actual	3772	Actual	2005
Budget	4359	Budget	2311
<b>Growth % YoY</b>	<b>Ach % YoY</b>	<b>Growth % YoY</b>	<b>Ach % YoY</b>
25%	87%	9%	87%

Day care Volume			
YTD IP Vol		QTD IP Vol	
FY23 vs FY24		Q2 FY23 vs Q2 FY24	
LY	3348	LY	1671
Actual	3600	Actual	1815
Budget	3781	Budget	1916
<b>Growth % YoY</b>	<b>Ach % YoY</b>	<b>Growth % YoY</b>	<b>Ach % YoY</b>
8%	95%	9%	95%

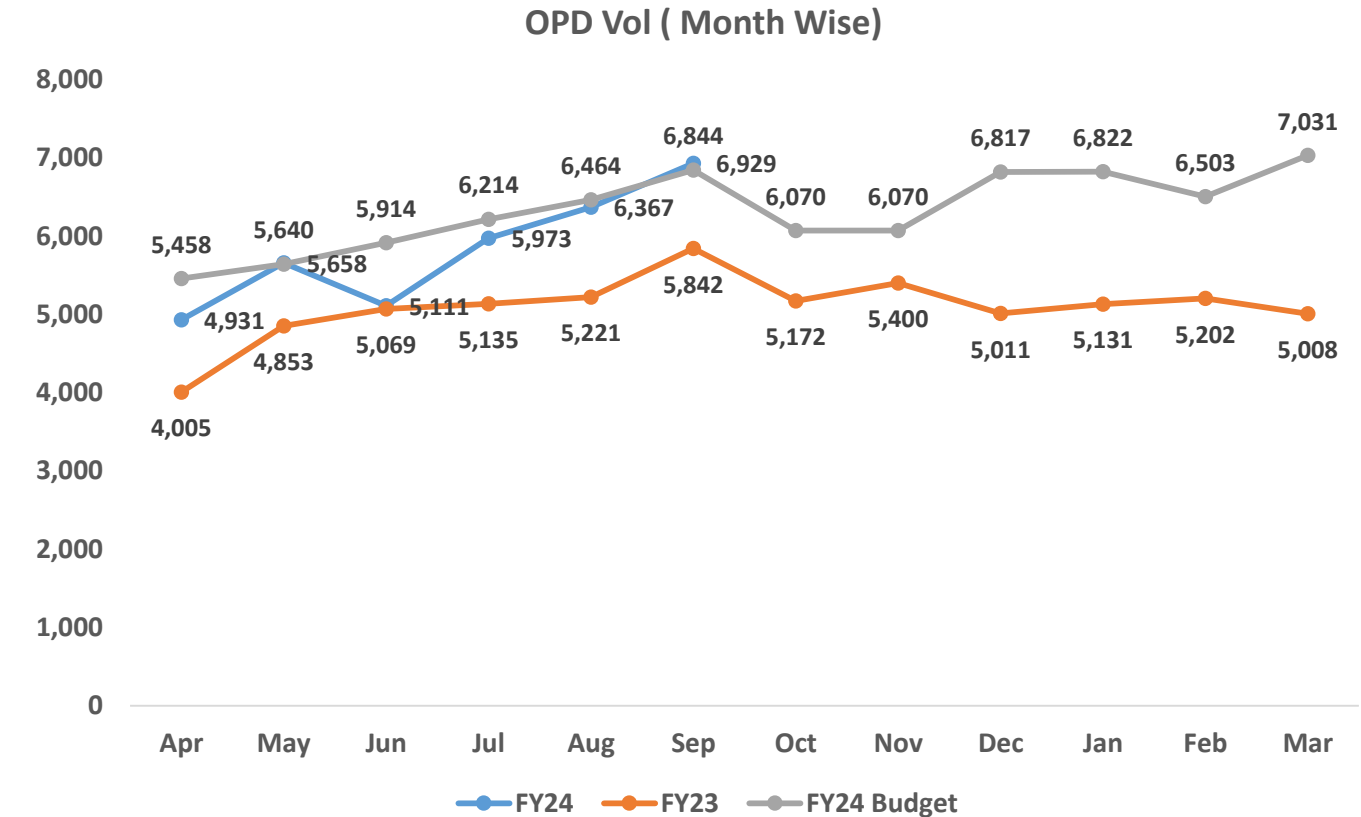
IPD/Day Care Volume



- YTD FY 24 IP Volume(Excluding Daycare) growth is 25% and budget achievement is 87%. YTD FY 24 Daycare volume growth is 8% compared to last year YTD FY 23.

# Overview: Out-patient volume

YTD OPD Vol		QTR 2 OPD Vol	
FY23 vs FY24		Q2 FY23 vs Q2 FY24	
LY	30125	LY	16198
Actual	34969	Actual	19269
Budget	36534	Budget	19522
<b>Growth % YoY</b>	<b>Ach % YoY</b>	<b>Growth % YoY</b>	<b>Ach % YoY</b>
15%	96%	19%	99%

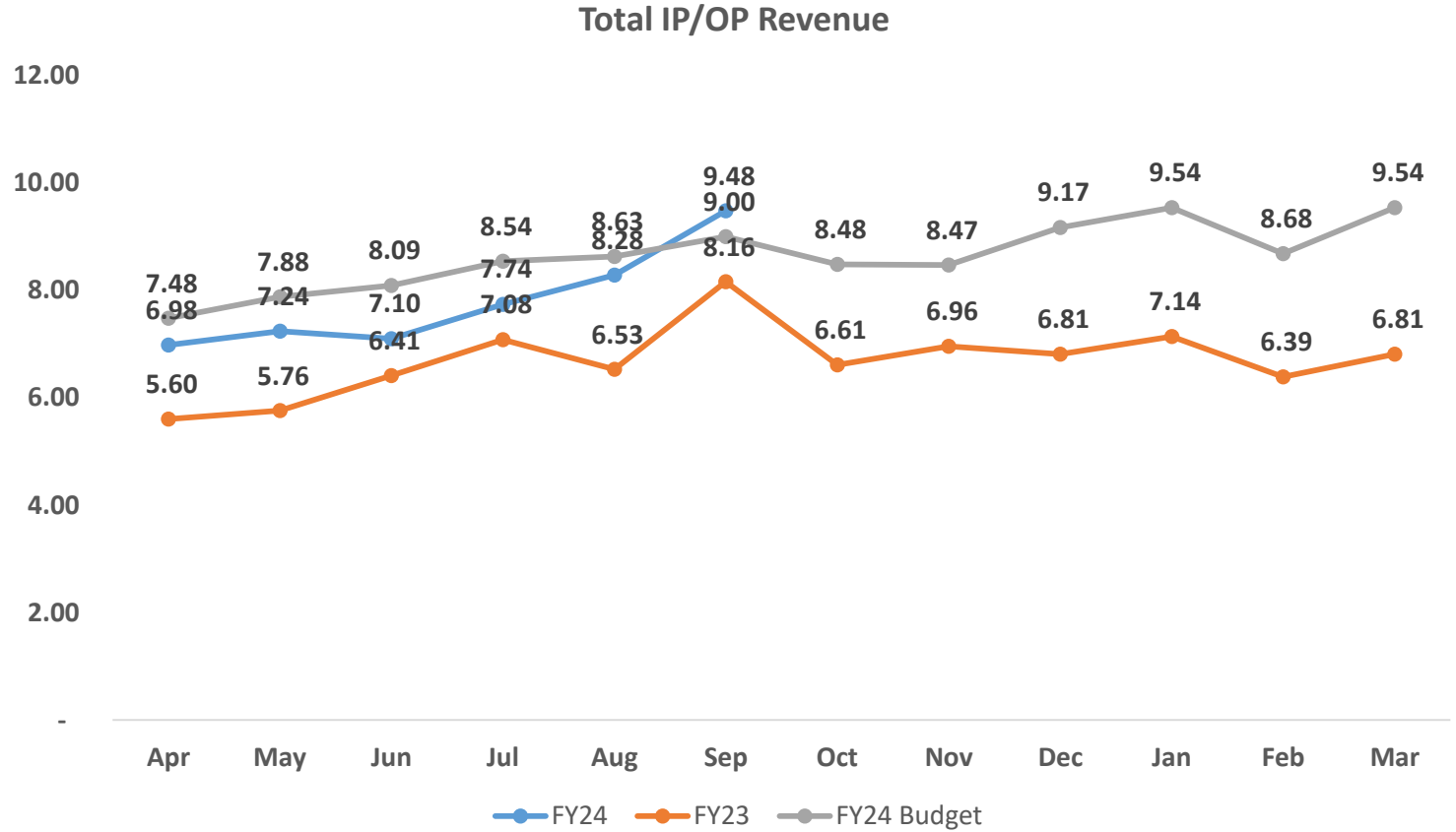


- Consistent growth in OPD volume in Q1 and Q2 FY 24 leading to an overall **growth of 15%** in H1 FY 24 vs H1 FY 23
- In FY 24, **Sept23** has seen the **highest OPD volume of 6,929** primarily contributed by Gastroenterology, Internal Medicine, Neurology, Nephrology, Urology, Cardiology and other services.

# Overview: Revenue



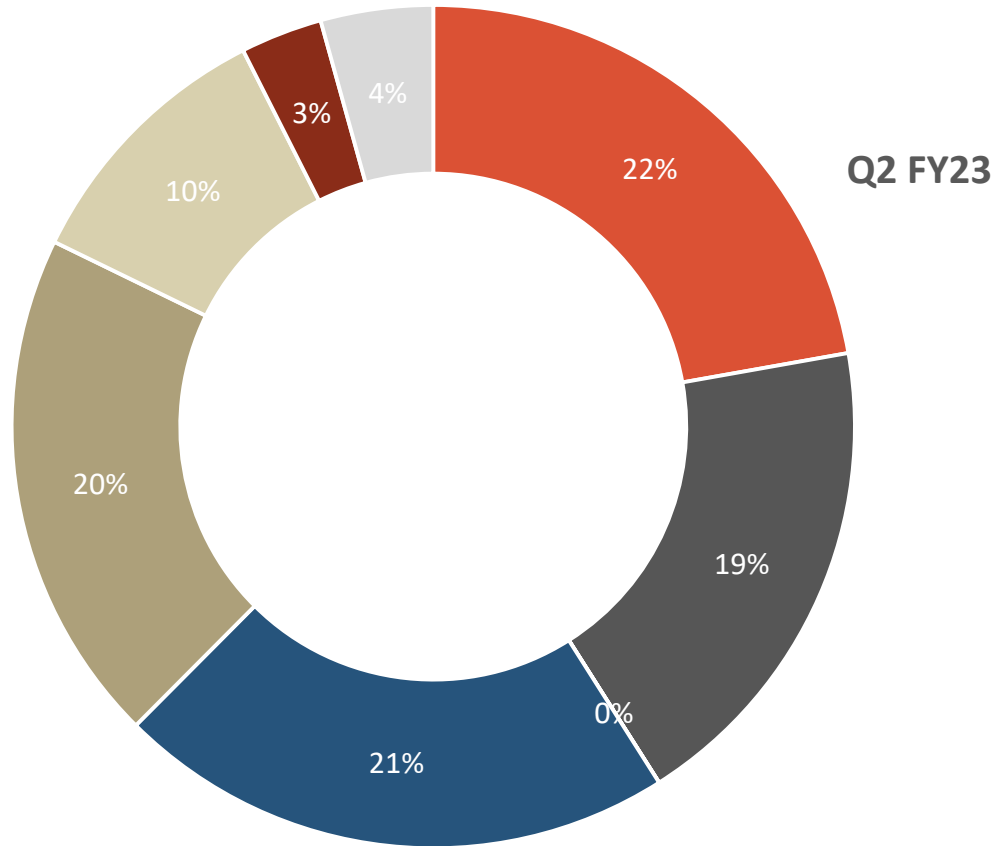
YTD IP/OP Rev		QTD IP/OP Rev	
FY23 vs FY24		Q2 FY23 vs Q2 FY24	
LY	39.54	LY	21.77
Actual	46.83	Actual	25.50
Budget	49.63	Budget	26.18
<b>Growth % YoY</b>	<b>Ach % YoY</b>	<b>Growth % YoY</b>	<b>Ach % YoY</b>
18 %	94%	17%	97%



- Growth of **18% YoY** and **94% budget** achievement in H1 FY 24
- Growth of **17%** in **Q2 FY 24 vs Q2 FY 23** and **97% budget achievement in Q2 FY 24**
- **Highest ever revenue of Rs 9.48 cr.** achieved in Sept'23 primarily contributed by Cardiac Sciences, Neurosciences, Gastroenterology, Nephrology & Urology and Internal/Respiratory Medicine.

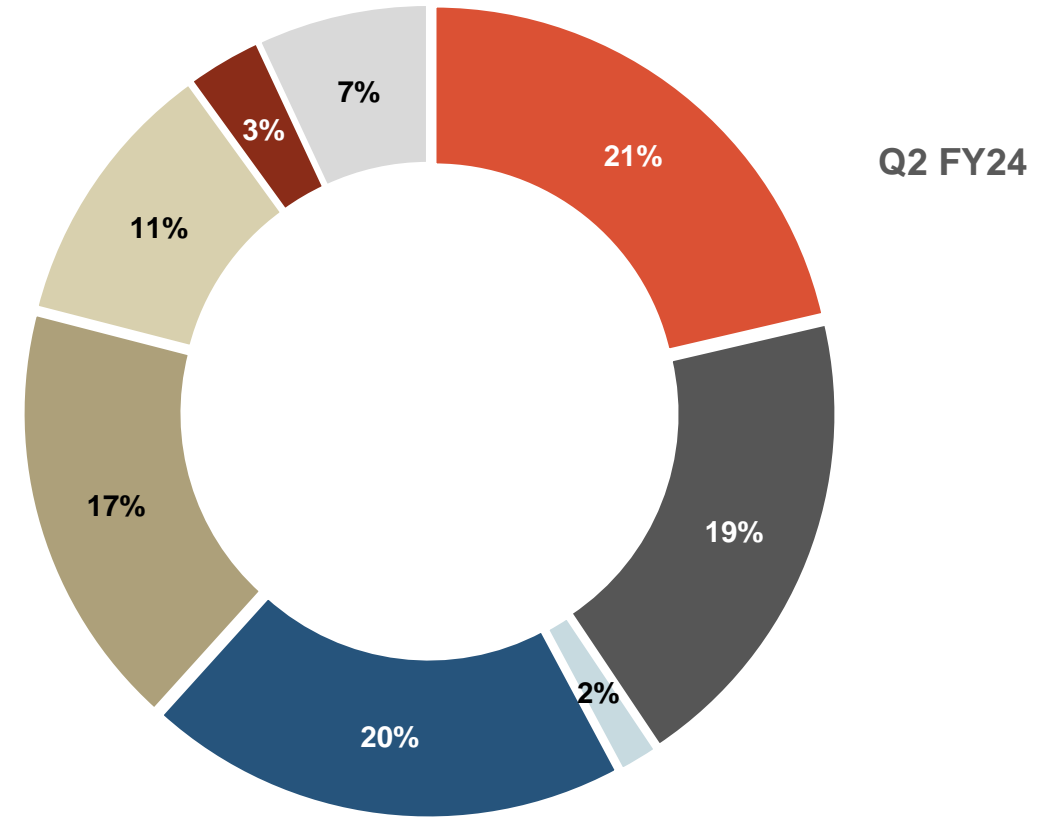
# Diverse revenue mix across all specialties

### Revenue mix by specialty Q2 FY23



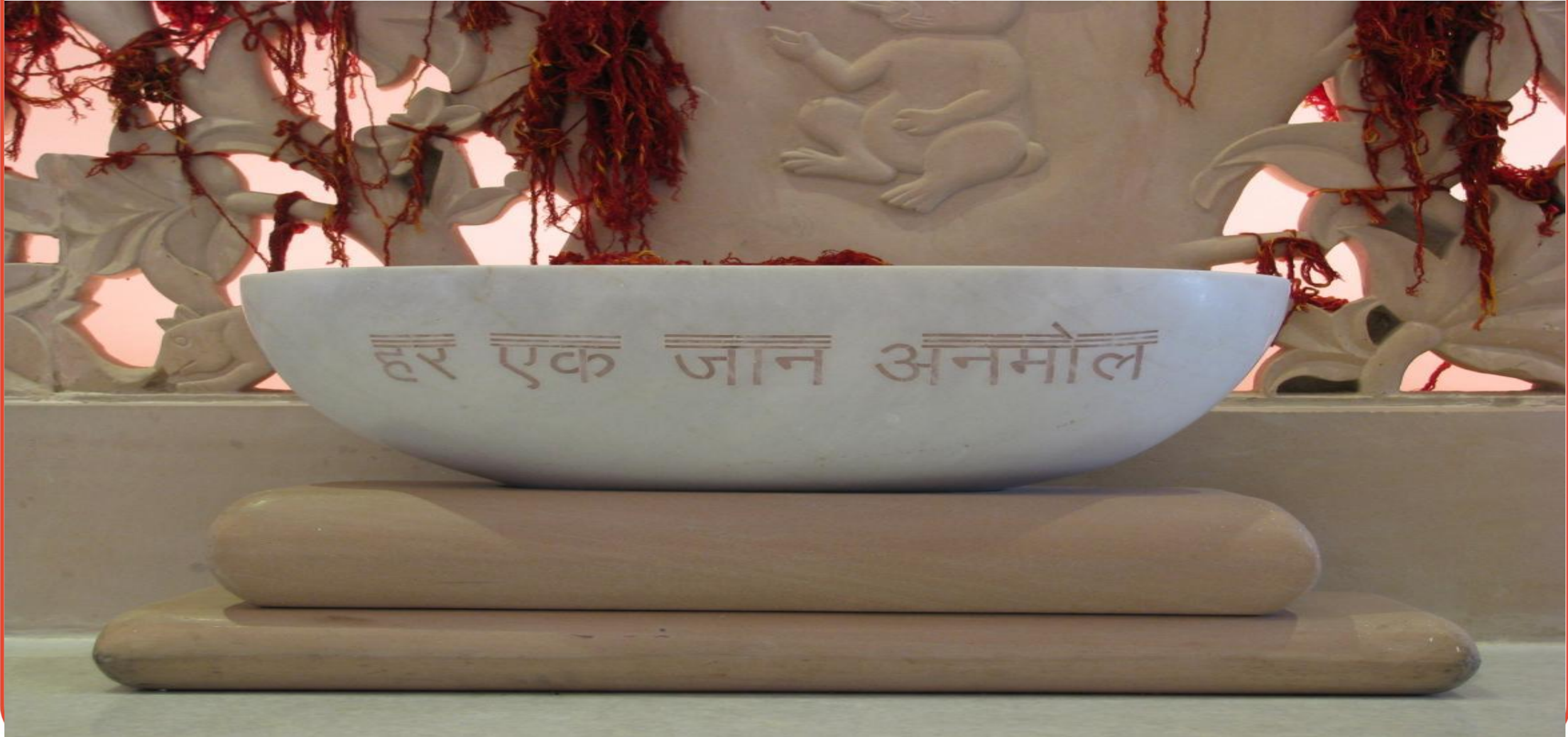
- Heart
- Neuro
- Ortho
- Digestive
- Kidney & Urology
- Others
- Cancer
- Internal Medicine

### Revenue mix by specialty Q2 FY24



- Heart
- Neuro
- Ortho
- Digestive
- Kidney & Urology
- Others
- Cancer
- Internal Medicine

Thank you 😊



# Retail Lab and Pharmacy Update for GHL Board Members

Global Health Limited  
Board Meeting  
November-8, 2023



# Medanta Labs Introduction

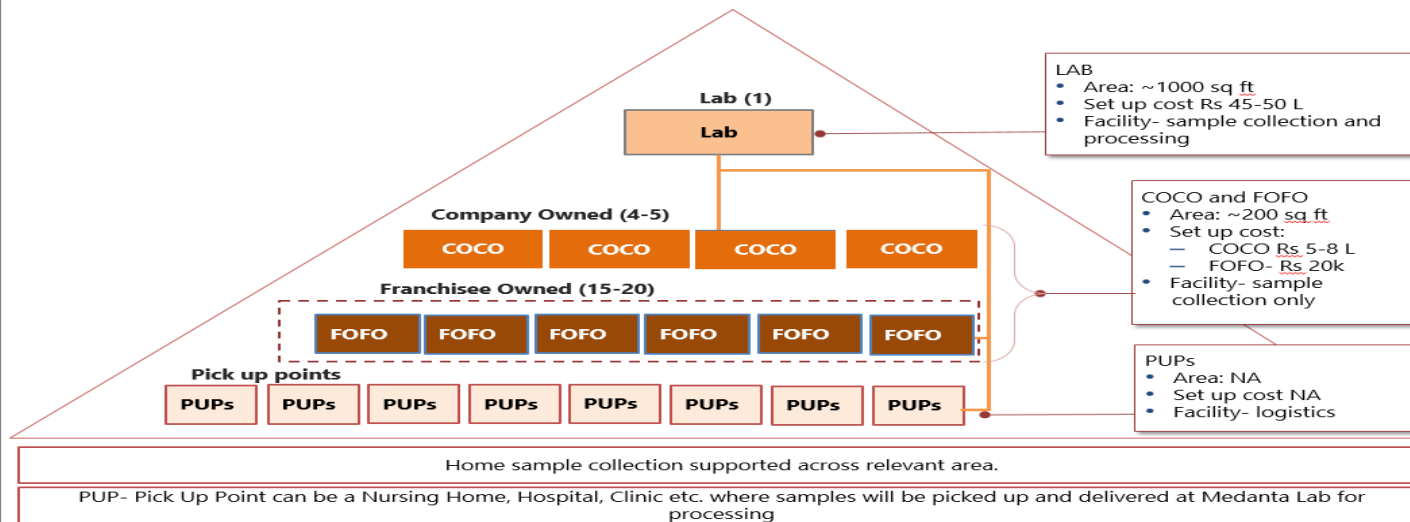
- Medanta Labs started on **7<sup>th</sup> Jan 2023** to enhance Group's "**Continuum of Care**" philosophy.
- We are reachable to **76 new locations** via Collection centre Model.
- Centres have standard layout for **Uniform Customer Experience**.
- **Quality and Service** as per NABL guidelines are key imperatives to drive Medanta Labs.
- **#4 in Network of centers in Gurugram** with 28 Active Locations.
- **#4 in Bihar and Lucknow** in Network with 15 and 14 centres.





# Network-Q2 Updated

Each unit is a combination of lab and associated collection centers-  
(Reference)



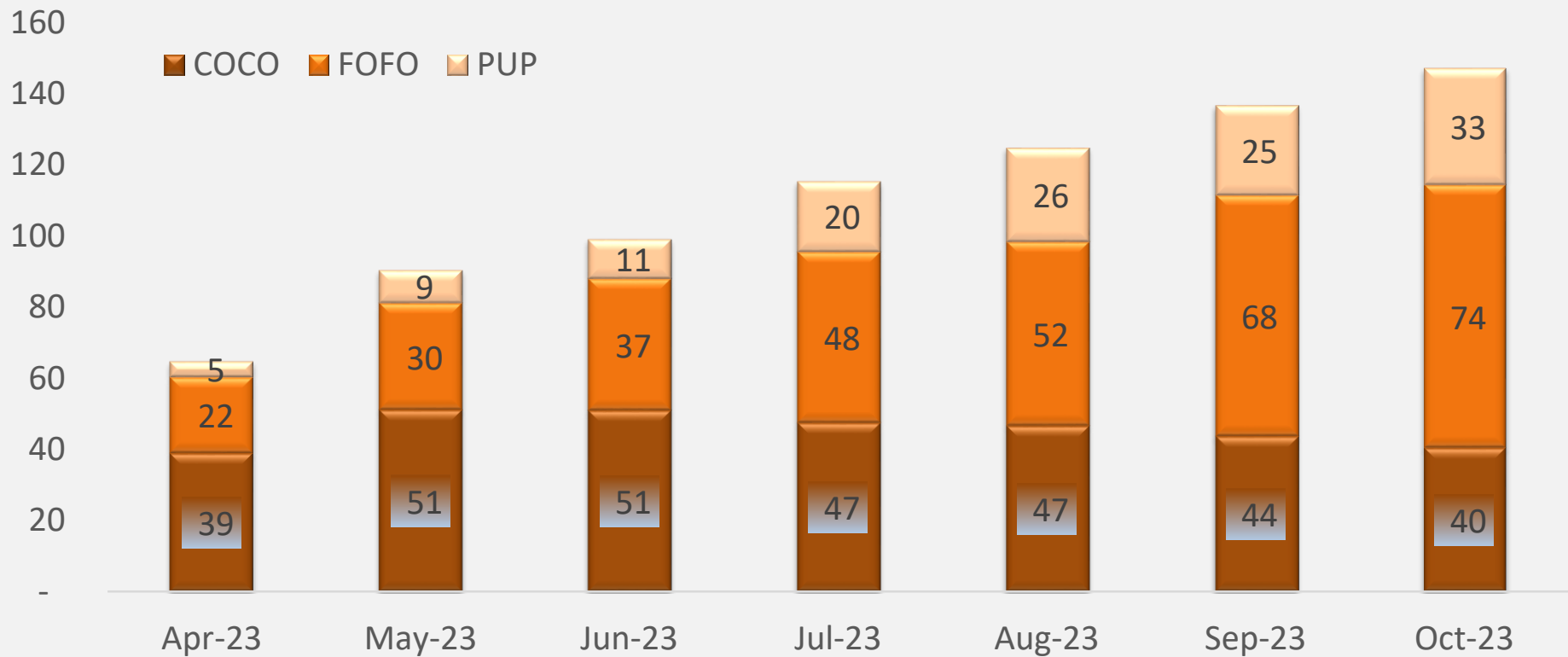
-Overall Network of 228 Touch points

-Labs- 08, COCO-08, FOFO-68, PUP-152

-Standard Layout of COCO/FOFO as per NABL standards

Labs	GGN	Def. Col	Paschim V	Noida	LKO	PTN	INDORE	RANCHI	TOTAL
COCO	02	01	01	0	01	02	01	0	08
FOFO	26	03	03	06	14	12	02	02	68
PUPs	30	12	05	10	28	38	27	02	152

# Revenue Trend FY'24



Format(in Lacs)	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23
COCO	39	51	51	47	47	44	40
FOFO	22	30	37	48	52	68	74
PUP	5	9	11	20	26	25	33
Grand Total	65	91	99	115	125	137	147

# Lab Unit Update on Category

## Category A Core catchment zone – existing hospitals

1. Gurgaon-Active
2. Lucknow-Active
3. Patna-Active
4. Indore-Active
5. Ranchi-Active

## Category B Extended catchment zone

- Delhi NCR**
6. Noida-Active
  7. East Delhi- On Hold
  8. West Delhi-Active
  9. South Delhi (Defense Col)- Active
- Uttar Pradesh**
10. Varanasi- (Lab Recce on Going)
  11. Gorakhpur- (Lab Recce on Going)
- Madhya Pradesh**
12. Gwalior – on hold
  13. Muzaffarpur-Bihar Planned

## Category C Other States with Strong Medanta Brand Awareness

- Rajasthan**
14. Jaipur- on Hold
- Punjab**
15. Amritsar- on Hold
  16. Chandigarh- on Hold

-In Addition to above plan we are also planning Lab in upcoming clinic locations- Kanpur, Guwahati, Ranchi and Jammu.

-RWA Clinics are covered for Lab services.

-First Joint outlet with Pharmacy Launched in Cyberspace Gurugram.

-Joint outlets with pharmacy are also planned in Lucknow.

# Major Achievements



**66,912 New Patients Registrations**

**3,18,953 Tests Performed**

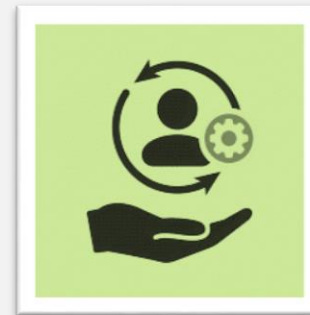


**1,500 KMS Logistics Coverage**

**228 + Customer Touch Point**



**600+ Prescriber**



**600+ Serviceable Pin Code**

**25 + No of City Covered**

# Quality Differentiator



- One Time Use
- Sealed

**Disposable Sample Collection Kit**



- Real Time temperature monitoring
- Temperature data log of samples

**Logistics Bag**



**Collection centers Audit by Hospital Team**



**Phlebotomist training**

## Exceptional Clinical Talent



**Dr. Renu Saxena | NRL**  
Haematology and Molecular  
Director Path & Lab Medicine



**Dr. Anuj Prakash**  
Biochemistry  
National Regional Lab



**Dr. Hemanti Sareen**  
Cytopathology  
National Regional Lab



**Dr. Dheeraj Gautam**  
Histopathology  
National Regional Lab



**Dr. Smita Sarma**  
Microbiology  
National Regional Lab



**Dr. Aseem Kumar Tiwari**  
Blood Bank  
National Regional Lab



**Dr. Bhavna Bais**  
Biochemistry HOD  
Lucknow Lab



**Dr. Bhawana Jain**  
HOD Microbiology  
Lucknow Lab



**Dr. Niti Singhal**  
HOD Histopathology  
Lucknow Lab



**Dr. Madhu Mati Goel**  
Lab Director  
Lucknow Lab



**Dr. Manish Kumar | Biochemistry**  
Consultant Biochemistry  
Patna Lab



**Dr. Imranul Haque**  
Lab Director  
Patna Lab



**Dr. Atul Upadhyay**  
Pathologist  
Defence Colony Lab



**Dr. Surbhi Solanki**  
Pathologist  
Noida Lab



**Dr. Abha Singla**  
Pathologist  
Paschim Vihar



**Dr. Mallika Kawatra**  
Lab Head, Pathology  
Indore Lab



**Dr. Kamlesh Patel**  
Microbiologist  
Indore Lab



**Dr. Bikas Kumar**  
Pathologist  
Ranchi Lab