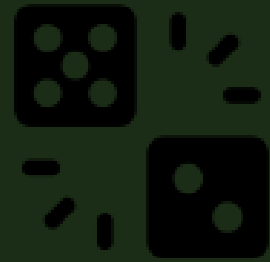




BUSINESS CHARCHA

HEALTHCARE SECTOR



Contributes %
to India's GDP



319,780
Employed
In FY19



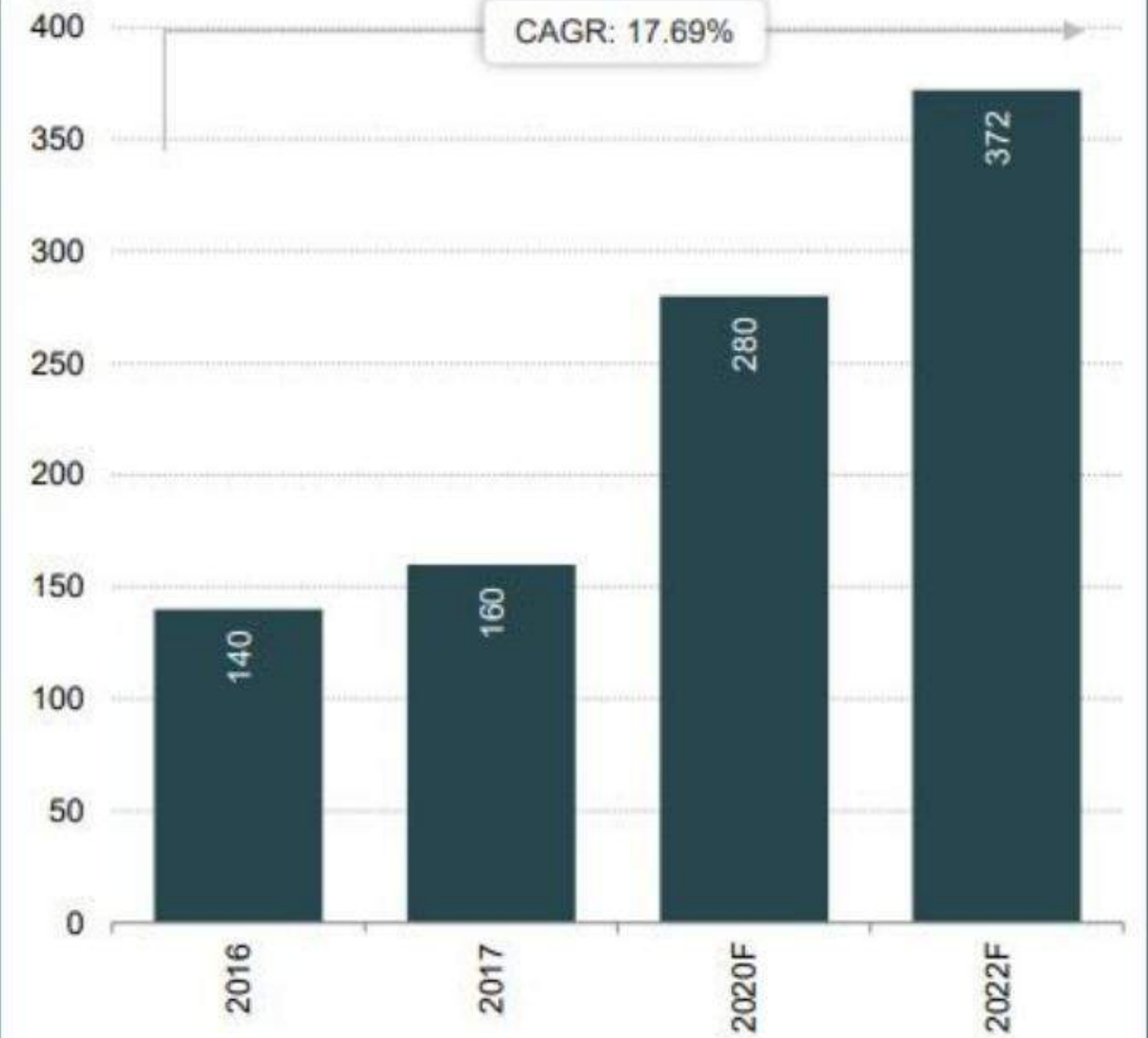
40m jobs
created by 2020



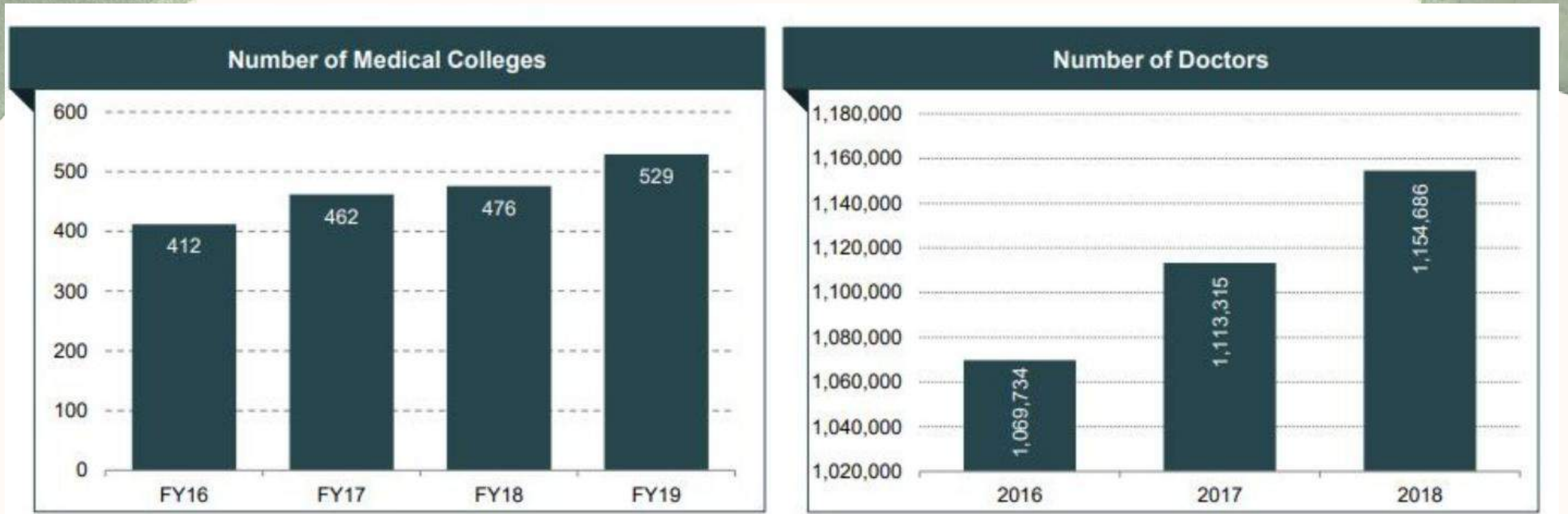
US\$160 bn
Market size
2017



Healthcare Sector Growth Trend (US\$ Billion)



GROWTH TRENDS: HEALTHCARE INFRASTRUCTURE



WHAT SETS INDIA APART?

STRONG DEMAND

- Rising income, greater health awareness, lifestyle diseases and increasing access to insurance will contribute to growth
- It is estimated that India will require 2.07 million more doctors by 2030 in order to achieve a doctor-to-population ratio of 1:1,000

ATTRACTIVE OPPORTUNITIES

- Investment in healthcare infrastructure is set to rise, benefiting both 'hard' (hospitals) and 'soft' (R&D, education) infrastructure
- The Government of India aims to increase healthcare spending to three percent of the Gross Domestic Product (GDP) by 2022

RISING MANPOWER

- Availability of a large pool of well-trained medical professionals in the country
- The number of doctors with recognised medical qualifications (under I.M.C Act) registered with state medical councils/medical council of India increased to 1,154,686 in 2018 from 827,006 in 2010

POLICY SUPPORT

- The Government aims to develop India as a global healthcare hub
- Creation of new drug testing laboratories and further strengthening of the 31 existing state laboratories
- The world's largest Government funded healthcare scheme, Ayushman Bharat, was launched on September 23, 2018

KEY TRENDS IN THE SECTOR

Expansion to tier II and tier III cities

Home healthcare

Emergence of telemedicine

Increasing penetration of health insurance

Shift from communicable to lifestyle diseases

Mobile based health delivery

Artificial Intelligence(AI)

Technological initiatives

Luxury Offering

BUSINESS OPPORTUNITIES/SEGMENTS

HEALTHCARE SECTOR

Healthcare Services and Facilities

Hospitals

Nursing and Residential
Care Facilities

Ambulatory
Healthcare Services

Medical Practitioners and
Healthcare Professionals

Medical Insurance, Medical Services

Health Maintenance
Organisations

Healthcare
Consultants

Medical Supplies
Rental

Corporate Wellness
Services

Medical Practitioners and Healthcare Professionals

Surgical Instruments

Medical Devices

Solution Manufacturing

Toxicology Labs

Pharmaceuticals and Related Segments

OTC Drugs and
Drugstores

Generic Drugs

Health Stores

Eyeglasses and
Contact Lens Stores

OPPORTUNITIES IN HEALTHCARE

Healthcare Infrastructure

Additional 3 million beds will be needed to achieve target of 3 beds per 1000 people by 2025
Additional 1.5 million doctors and 2.4 million nurses will be required to meet growing demands

Research

Contract research is a fast-growing segment in the Indian healthcare industry
Aspire to achieve cost of developing new drugs of as low as 60% of testing cost (as in US)

Medical Tourism

Industry size expected to double due to easier norms for medical visa approvals
Forecasted value by 2020 is US \$9 billion
Cost of surgery in India is nearly 1/10th of that in developed countries

Medical Devices

Market expected to reach US \$11 billion by 2022
Rising geriatric population

HEALTH CITIES/ MEDICITIES IN INDIA

Health Cities/ Medicities in India

Lucknow
Fortis Medicity
Investment: 122 - 195
No. of Beds: 800

Nagpur
Nagpur Health City
Investment: NA
No. of Beds: 2000

Bengaluru
Narayana Health City
Investment: 488
No. of Beds: 5000

Gurugram

Medanta Medicity
Investment: 293
No. of Beds: 1600

Fortis Medicity
Investment: 293
No. of Beds: 800

Durgapur

Bengal Health City
Investment: 487
No. of Beds: 500

Hyderabad

Apollo Health City
Investment: 243
No. of Beds: 700

Chennai

Global Hospital
Investment: 245
No. of Beds: 1000

Note : Investment in USD mn

MEDICAL TOURISM

Presence of world-class hospitals and skilled medical professionals has strengthened India's position as a preferred destination for medical tourism

Superior quality healthcare coupled with low treatment costs in comparison to other countries is benefiting Indian medical tourism, and in turn, has enhanced prospects for the Indian healthcare market

Treatment for major surgeries in India costs approximately 20 percent of that in developed countries

India also attracts medical tourists from developing nations due to lack of advanced medical facilities in many of these countries

Indian medical tourism market is growing at the rate of 18 per cent y-o-y and is expected to reach US\$ 9 billion by 2020

Yoga, meditation, ayurveda, allopathy and other traditional methods of treatment are major service offerings that attract medical tourists from European nations and the Middle East to India.

Government of India has been implementing various initiatives to promote Ayurveda, Yoga & Naturopathy, Unani, Siddha and Homoeopathy (AYUSH) systems of medicine on an international level and has allocated Rs 2,122 crore (US\$ 303.62 million) in Union Budget 2020-21 for this purpose

The Government of India liberalised its policy by providing 100 per cent FDI in the AYUSH sector for wellness and medical tourism segment



GOVERNMENT INITIATIVES

Pradhan Mantri Jan Arogya Yojana (PMJAY)

The scheme enrolled 16,085 hospitals, including 8,059 private hospitals and 7,980 public hospitals

The Government has announced Rs 69,000 crore (US\$ 9.87 billion) outlay for the healthcare sector that is inclusive of Rs 6,400 crore (US\$ 915.72 million) for PMJAY in Union Budget 2020-21

Tax Incentives

All healthcare education and training services are exempted from service tax

Increase in tax holiday under section 80-IB for private healthcare providers in non metros for minimum of 50 bedded hospitals

250 per cent deduction for approved expenditure incurred on operating technology enables healthcare services such as telemedicine, remote radiology

Artificial heart is exempted from basic custom duty of 5 per cent.

Income tax exemption for 15 years for domestically manufactured medical technology products

The benefit of section 80-IB has been extended to new hospitals with 100 beds or more that are set up in rural areas. Such hospitals are entitled to 100 per cent deduction on profits for 5 years

Tax Incentives

The programme is planning to reduce the level of stunting by 2 per cent, under-nutrition by 2 per cent, anaemia by 3 per cent and low birth babies by 2 per cent ever year

Over 100 million people are expected to be benefited by this programme – all states and districts will be covered within the programme

In Union Budget 2020-21, Rs 35,600 crore (US\$ 5.09 billion) has been allocated for nutrition-related programmes.

INVESTMENTS AND LICENSES REQUIRED

Service	License Under
Ultrasound scanning	Prenatal Conception and Prenatal Diagnostics Techniques Act, 1994
Psychiatric Cases	Mental Health Act, 1987
Selling Drugs	Pharmacy degree, Drugs and Cosmetics Act, 1940
Blood Bank	Drugs and Cosmetics Act, 1940



MARKETING

- 01.** Create blogs/vlogs
- 02.** Create an engaging website
- 03.** Create an app
- 04.** Start-off with informative videos on Youtube/social media sites
- 05.** Connect with like-minded individuals or organisations



START-UPS



COLLEGES, INSTITUTES, COUNCILS

Colleges and Institutes	Councils
Medical Colleges	Indian Medical Association (IMA)
Dental Colleges	Indian Healthcare Federation
Ayurvedic/Homeopathic Colleges	The Federation of Obstetric and Gynaecological Societies of India
	Indian Dental Association



ROAD AHEAD

To become one of the leading destinations for high-end diagnostic services with tremendous capital investment for advanced diagnostic facilities, thus catering to a greater proportion of population

The hospital industry in India is forecast to increase to Rs 8.6 trillion (US\$ 132.84 billion) by FY22 from Rs 4 trillion (US\$ 61.79 billion) in FY17 at a CAGR of 16–17%

The Government of India is planning to increase public health spending to 2.5% of the country's GDP by 2025

India's competitive advantage also lies in the increased success rate of Indian companies in getting Abbreviated New Drug Application (ANDA) approvals

India also offers vast opportunities in R&D as well as medical tourism

