

Date: 04<sup>th</sup> May 2022

To,  
Listing Compliance Department,  
**National Stock Exchange of India Limited,**  
Exchange Plaza, Bandra Kurla Complex,  
Bandra East, Mumbai-400051

**NSE Symbol: Madhavbaug**

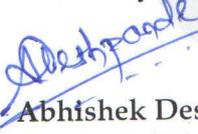
**Sub: Press Release-March 2022**

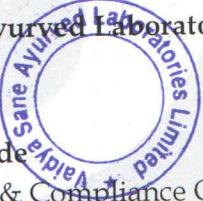
---

Please find attached Press Release titled as "Press Release-March 2022"

We would request you to take the above intimation on records.

For, **Vaidya Sane Ayurved Laboratories Limited**

  
**Abhishek Deshpande**  
Company Secretary & Compliance Officer



---

**VAIDYA SANE AYURVED LABORATORIES LIMITED**

**Registered Office Address:**

Fl.5 1047, Shriram Bhawan, Shukrawar Peth,  
Pune- 411002, Maharashtra India.  
CIN.No : U73100PN1999PLC013509

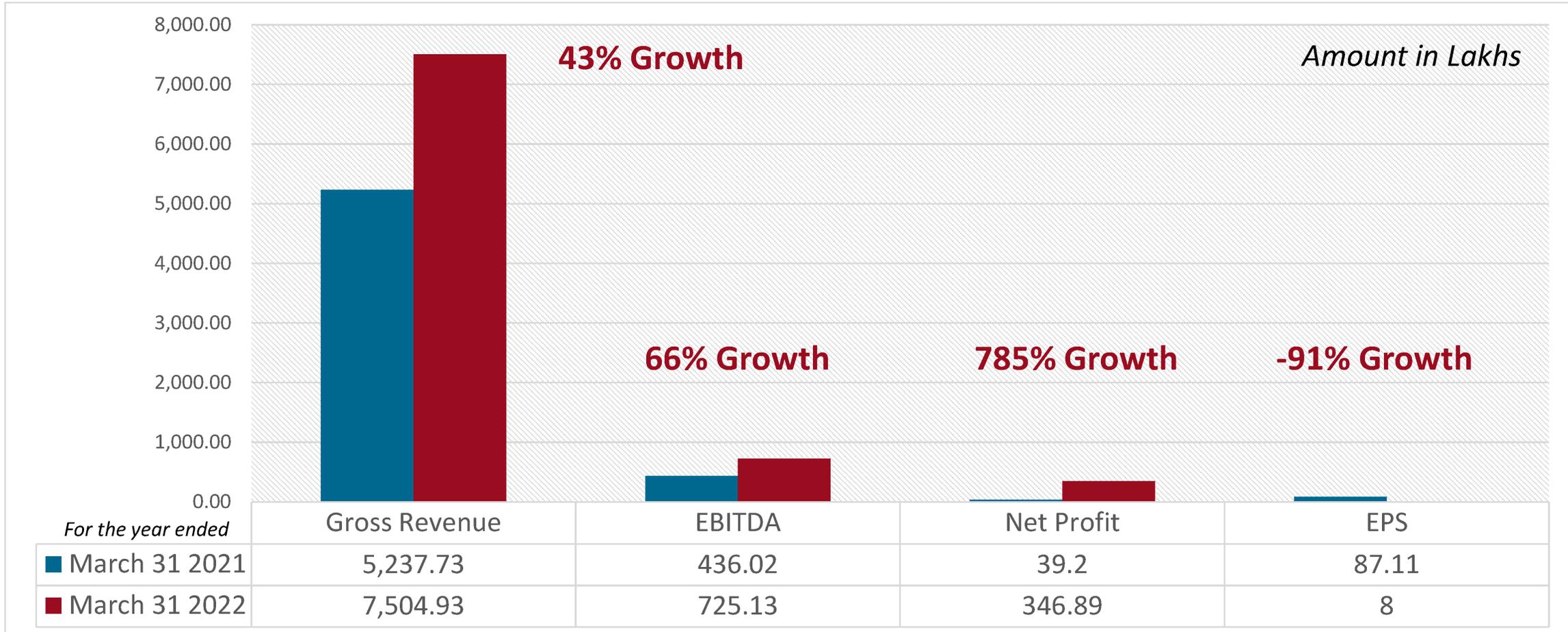
**Corporate Office Address:**

Ishan Bldg. No. 2, 701, 7<sup>th</sup> Floor, Gokhale Road, Naupada,  
Thane (W)-400 602. Tel: +91 022-41235315/16  
[www.madhavbaug.org](http://www.madhavbaug.org)

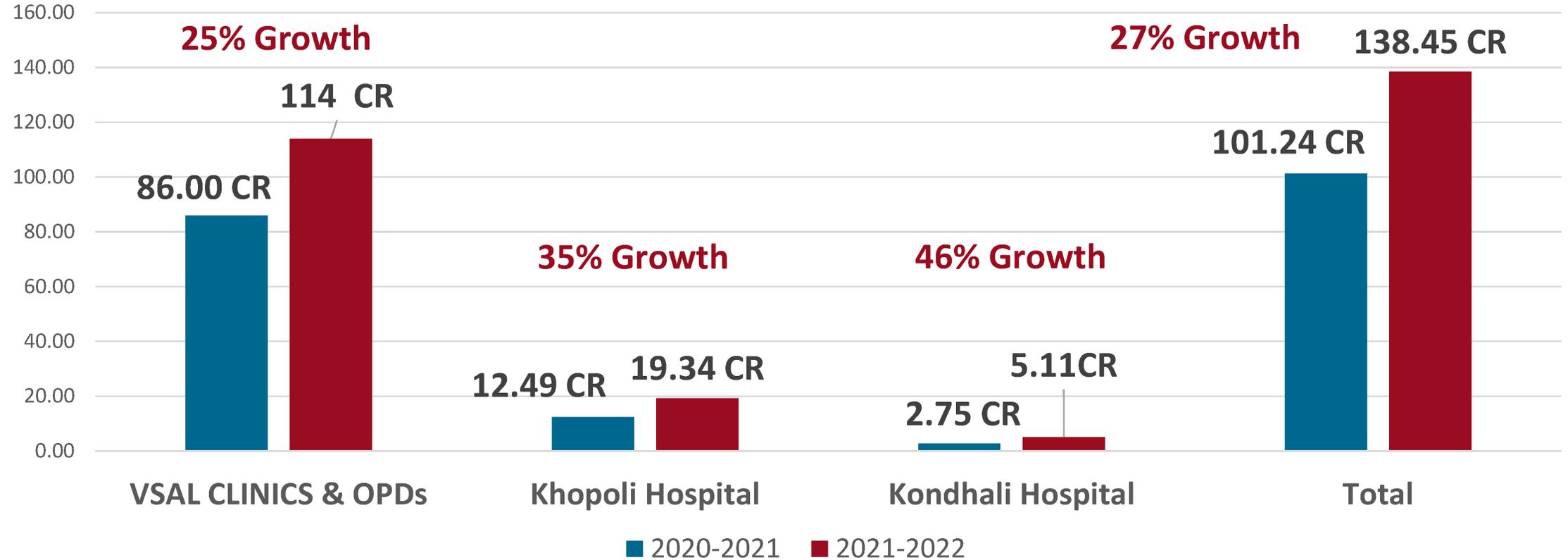


March 2022 Press Release

# Results at Glance: (Y-O-Y)

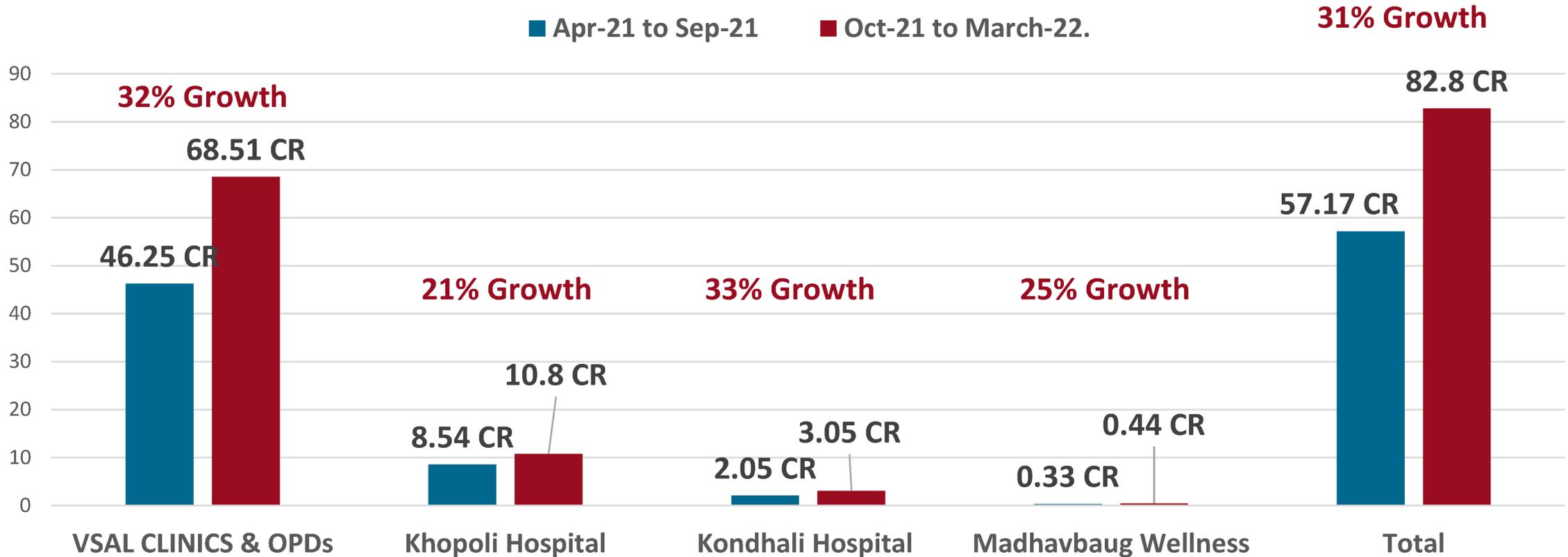


# Comparison with FY 2020-2021 to 2021-2022 Enterprise Collection



\* Enterprise Collection includes Company owned and Franchise Owned Clinics

# Madhavbaug Entities half yearly comparison for FY 2021-2022



\* Enterprise Collection includes Company owned and Franchise Owned Clinics

# Comments of Dr. Rohit Sane, Managing Director & CEO on Financial Results for year ended 31st March 2022

“I am happy to announce that Madhavbaug has shown remarkable business performance in FY 21-22 achieving pre-covid turnovers with strong contribution from all our segments after overturning barriers like lockdowns in initial months of the year. Both our clinics which include Company owned as well as Franchise owned clinics along with Hospitals have **recorded highest ever revenues and EBITDA**. During this reporting period, we continued to focus on collaboration with industry market player across our businesses with view to efficient patient services and to drive future growth.

In FY 2022-23, with a vision to serve patients more efficiently, Madhavbaug is determined to provide patient finance, education model for fellow doctors, Empanelment with Insurance Companies, Corporates, NABH approvals for the Hospitals and Clinics.”





# Key Highlights

# Collaboration with Raphacure for Pathology and Laboratories Investigation Services

Rphacure is a leading healthcare management company that leverages cutting-edge technology applications to provide a host of services including telemedicine, diagnostic tests, COVID care, and wellness solution to individual patients and corporate houses. Headquartered in Bangalore, the company has tie-ups with more than 1000 hospitals across India.

With collaboration with Raphacure, Madhavbaug envisages to bring innovative healthcare services including pathology and investigation services at its patient's doorsteps where it allows patients to give various pathology tests at their house during this unprecedented time of COVID-19



# Reduction in Risk of Heart Attack

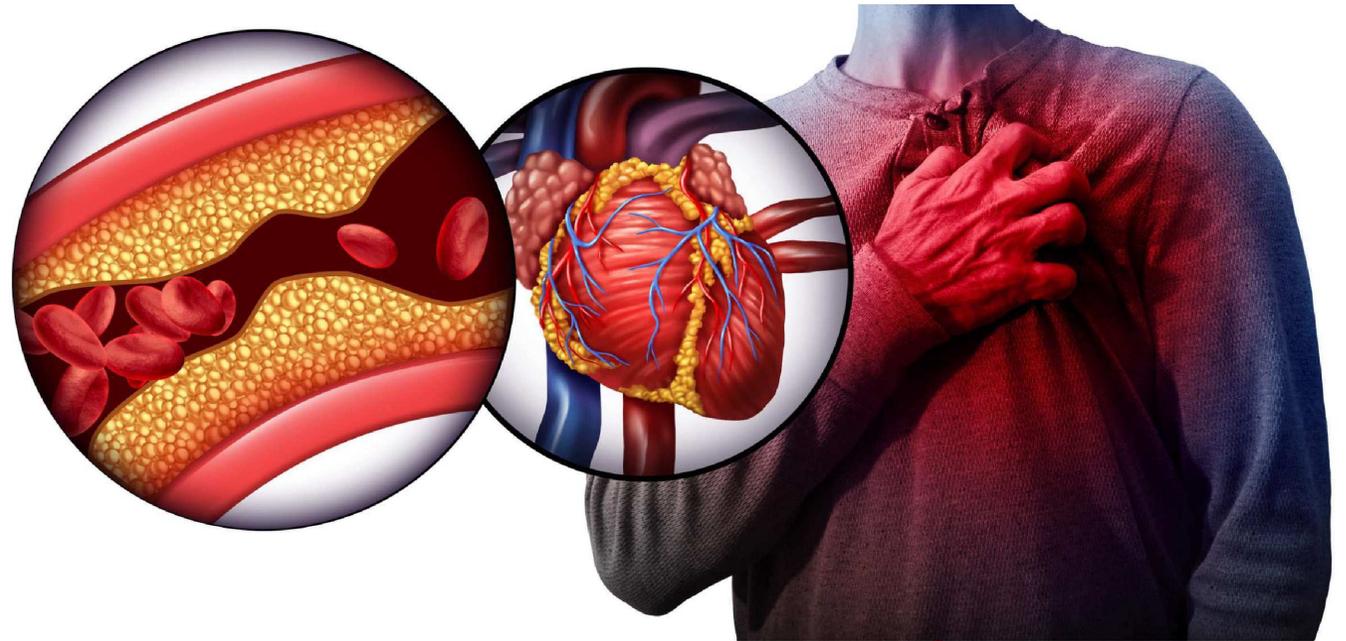
Scientific literature suggest that the Diabetic patients are 50% more prone for the heart attack, major reason is poor glycaemic control, Hba1c is an indicator of 90 days of glycaemic control, significance of Hba1c level is 1% reduction in Hba1c can prevent heart attack by 14%, In year 2021-22 Madhavbaug cardiac care clinics has successfully treated 3075 Diabetic patients to reduce Hba1c by 1.9% in just 3 months, hence almost 28% of risk of Heart attack in Diabetic patients has prevented.

In chronic heart disease patients, Maximum aerobic capacity (VO<sub>2</sub>peak) is considered as predictor of mortality, 1 ml/kg/min. improvement in VO<sub>2</sub>peak can prevent 15% deaths due to Heart attack, in Madhavbaug Clinic 2963 patients were treated for CHD shown improvement in their VO<sub>2</sub>peak by almost 9ml/kg/min in 90 days of treatment.



# Blockage Reversal

Fatty Atherosclerotic plaques can be vulnerable and may cause an acute coronary syndrome (Heart attack), In year 2021-22 with Madhavbaug lifestyle modification and Panchakarma therapy helped 304 blockage patients to reduce their fatty plaques by 20% and total atheroma volume by 30% in 12 weeks of treatment.



# Introduction of new business vertical as Joint Healing under Joint Healing Services Private Limited, newly incorporated Subsidiary Company

Joint Healers is a pain management system with a holistic approach towards a pain free life and focuses on improving quality of it. This is the combination of modern and traditional way of treatment.

With a mission to remove the dependency of any kind of medication by making correct and positive changes in lifestyle, it offers advanced research based non-surgical treatment techniques to reduce your musculoskeletal pain and improve daily function; the entire program is designed based on recent research protocols and guidelines from various health organizations globally.



# Introduction of Tele-Medicines

Telemedicine is the delivery of healthcare services to patient's home and the exchange of healthcare information like reports, medicine treatment, diet guidelines, exercise protocols, prevention measures etc. across the distance through digital means like Email / WhatsApp / on call / Video calls etc.

Telemedicine has been introduced with a view to cater healthcare services to patients with aim that no patient shall be deprived for the necessary treatment due to geographical barriers

