Long Term Recommendation
Jeena Sikho Lifecare

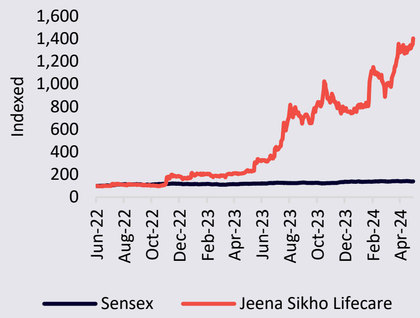
nuvama professional clients group

Tapping opportunities in alternative treatments

Incorporated in 2017 by Mr Manish Grover (popularly known as Acharya Manishji), Jeena Sikho Lifecare is one of India's leading Ayurvedic healthcare companies. Acharya Manishji has been promoting Ayurvedic products and services since 2009. JSLL is well placed to tap the healthy growth opportunity in Ayurveda, yoga and naturopathy, *unani, siddha*, and homoeopathy (AYUSH). It has rapidly expanded its network of clinics and hospitals to tap opportunities in alternative, or AYUSH-based, treatments. We estimate a revenue/PAT CAGR of ~41%/~60% over FY23–26 on the back of: i) a rise in hospital occupancy to ~53% in the next two years from ~30% in FY23, ii) an expansion in hospital beds to ~2,000 in FY26E from ~1,300 in FY24, iii) increase in ARPOB due to higher frequency of three-day wellness camps and iv) growth in its product basket with a focus on OTC. The stock is trading at 27x/20x FY25E/FY26E EPS. We initiate coverage on the stock with a 'BUY' rating and a TP of INR1,650, (30x FY26E EPS).

CMP: INR1,121
Target price: INR1,650
Upside: 47%
Rating: BUY
Date: May 15, 2024

Bloomberg:	JSLL:IN
52-week range (INR):	175/1,175
M-cap (INR cr):	2,788
Promoter holding (%)	67.91



The AYUSH industry is flourishing

The Indian AYUSH manufacturing sector swelled to USD18.1bn in 2020 from USD2.85bn in 2014. The overall market for Ayurvedic products and services is expected to clock 15% CAGR over FY23–28, with the product/services sector growing at 16%/12% CAGR. The Budget allocation for the National AYUSH Mission (NAM) rose gradually to INR1,200cr in FY24 from INR75.28cr in FY15, while that for AYUSH trembled to INR3,648cr in FY24 from INR1,272cr in FY15 (12% CAGR). In India, there are 233 AYUSH hospitals accredited by NABH, with ample scope to expand this network. IRDAI's mandate to include AYUSH treatments in insurance coverage can boost growth and boost occupancy. It has mandated insurance companies to include AYUSH treatments under coverage from April 1. This is set to boost growth and drive hospital occupancies.

Strengthening its hospital business

JSLL has established a strong foothold in North, East, West, and Central India, with plans to step into the South. It has expanded its bed capacity to ~1,300 (27 Panchakarma hospitals and 30 daycare clinics) by March-24 from 55 beds at a single hospital in FY20. Average occupancy stood ~35% across its 1,285 beds in FY23. The management aims to enhance occupancy of existing beds by up to 55% over the next two years and raise its bed capacity to ~2,000 by FY26. Its NABH-accredited hospitals are set to tap opportunities from CGHS and RGHS and greater insurance coverage. The expansion of beds and focus on greater occupancy will boost revenue by 75% CAGR over FY23–26 from INR63cr in FY23.

Strong traction in the retail products business

JSLL has over 300 products to treat a range of diseases. It has been consistently innovating and launching products over the years. We expect this trend to carry on. The management's focus is on OTC products. It aims to enrich its product portfolio through inorganic means. The expansion of its hospital network and occupancy will boost demand for its products. We expect 20% revenue CAGR from the sale of products over FY23–26 (FY23 revenue: INR141cr).

Strong operating performance, asset-light model, and debt-free Balance Sheet augur well

The company posted a revenue/PAT CAGR of 18%/54% during FY19-23 on significant expansion in its hospital network. In H1FY24, revenue/PAT grew 82%/184%, with the margin expanding to 29%. It has a strong Balance Sheet with a net cash of INR48cr as of September 2023. JSLL operates on an asset-light model with most hospitals operating under a long-term lease. It is debt-free and is expected to generate an FCF of INR293cr over FY24–26E. This also enables it to sustain healthy return ratios (average RoE/RoCE is expected at 39%/50% over FY24–26E). The ex-cash RoCE is likely to increase from 66% in FY23 to 82%, 95% and 104% in FY24E, FY25E and FY26E.

Valuation and view

A conducive environment, promoter repute, strong execution, and a healthy Balance Sheet are some of the factors that instil confidence in JSLL. The management's focus is on improving occupancy in existing hospitals, setting up hospitals, and scaling up product sales through organic and inorganic means. It is eyeing acquisitions in the OTC product space. We expect a revenue/ PAT CAGR of 41%/60% over FY23–26. The stock is trading at 40x/27x/20x FY24E/FY25E/FY26E EPS. We assign a P/E ratio of 30x on FY26 earnings to arrive at our TP of INR1,650.

Key financials

Year to March	FY22	FY23	FY24E	FY25E	FY26E
Net revenue (INR cr)	147	205	325	448	578
YoY growth (%)	*8*	*40*	*59*	*38*	*29*
EBITDA margin (%)	*12*	*22*	*29*	*31*	*32*
Net profit (INR cr)	11	34	69	101	137
Diluted EPS (INR)	5	13	28	41	55
Diluted P/E ratio (x)	249	83	40	27	20
EV/EBITDA ratio (x)	63	33	29	19	14
RoACE (%)	39.2	51.7	53.0	51.0	47.4

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Business structure

We expect JSLL to clock 41% revenue CAGR over FY23–26E driven by:

i) *Around **75% of revenue CAGR from the services business through Shuddhi Ayurveda Panchakarma Hospitals (IPD) and Shuddhi Panchakarma Day Care Clinic (OPD) and the CGHS/RGHS schemes on the back network expansion and higher occupancy and increased insurance coverage***

ii) *Around 20% revenue CAGR from the sale of Ayurvedic products; the sale of products would be boosted by higher occupancy at Panchakarma Hospitals*

We expect **EBITDA margin to expand to ~32% in FY26 from ~22% in FY23** aided by:

i) Higher revenue contribution of Panchakarma Hospital business (from 31% in FY23 to 58% in FY26E)

ii) Increased frequency of 3-day camps and critical treatments

JSLL is well placed to witness a revenue/PAT CAGR of 41%/60% over FY23–26E, which will result in a free cash flow of INR293cr during this period, while average RoE will sustain ~40%. We initiate coverage with a 'BUY' rating and a TP of INR1,650, valuing the stock at 30x its earnings for FY26E. The re-rating of the stock will be mainly triggered by the ramp-up in hospital beds, increased occupancy, and ARPOB. A strong balance sheet provides a strong war chest and appetite for inorganic initiatives and foraying into overseas operations, which may be an upside risk to our earnings.

We expect a 41% revenue CAGR over FY23–26E on scale-up in hospital business, increasing the frequency of 3-day camps leading to higher occupancy and higher ARPOB. The revenue from the sale of products will be driven by follow-up treatments at Panchakarma Hospital

INR cr	FY23	FY24E	FY25E	FY26E
Revenue	205	325	448	578
EBITDA	46	93	137	185
EBITDA Margin (%)	22.3	28.5	30.5	32
PAT	34	69	101	137

We expect the operating margin to improve on a healthy revenue mix, operating leverage, and increasing footfalls of chronic patients. Return and coverage ratios will be sustained at a healthy level.

INR cr	FY23	FY24E	FY25E	FY26E
RoACE (%)	52	51	53	47
OCF	46	86	120	157
Net D/E ratio (x)	-0.3	-0.4	-0.5	-0.6

We value JSLL at PE ratio of 30x earnings for FY26E.

	FY26E EPS	Target
P/E ratio (x)	30x	INR1,650

At the CMP, the P/E ratio is 20x EPS for FY26E + **Average RoCE over FY24–26E: 50%** + **At the target price, the P/E ratio is 30x EPS for 26E**

Upside: 47%

Tapping opportunities in the alternative treatments

Charting the story

Exhibit 1: Fast expansion of hospital networks

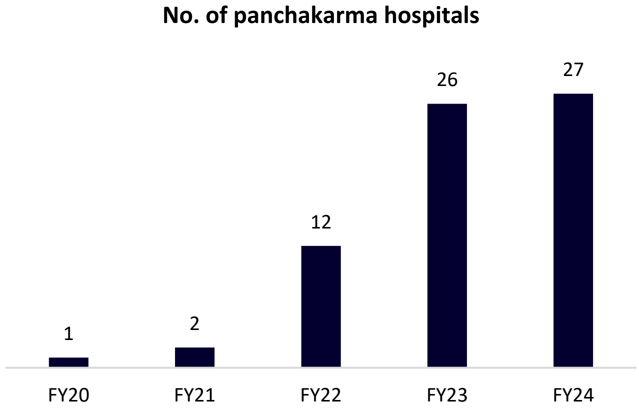


Exhibit 2: Ramp-up in hospital and clinic beds

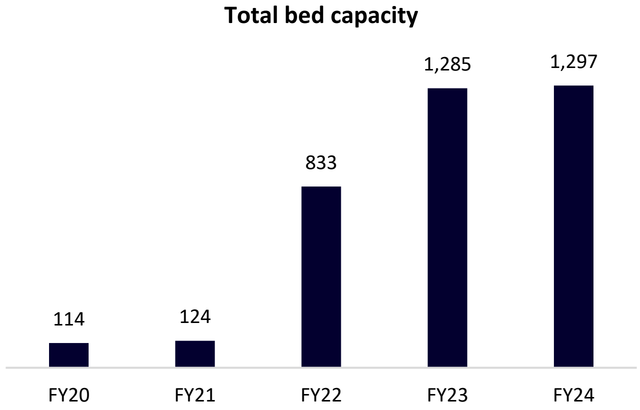


Exhibit 3: Favourable change in the revenue mix

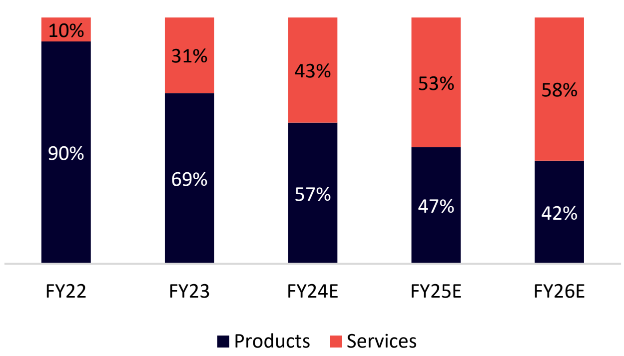


Exhibit 4: Favourable revenue mix to drive margins

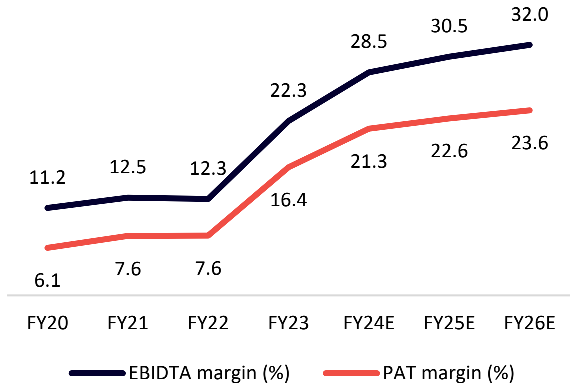


Exhibit 5: Return ratios to stay healthy

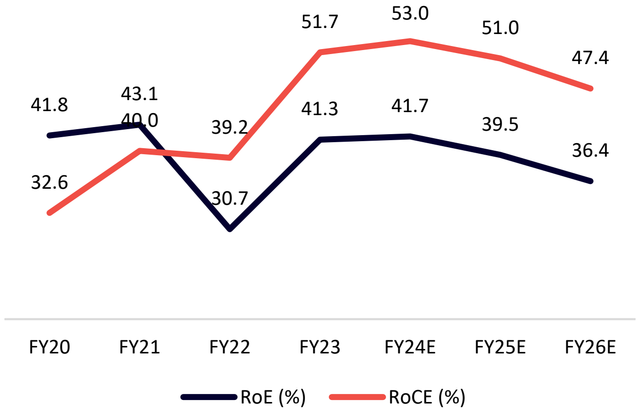
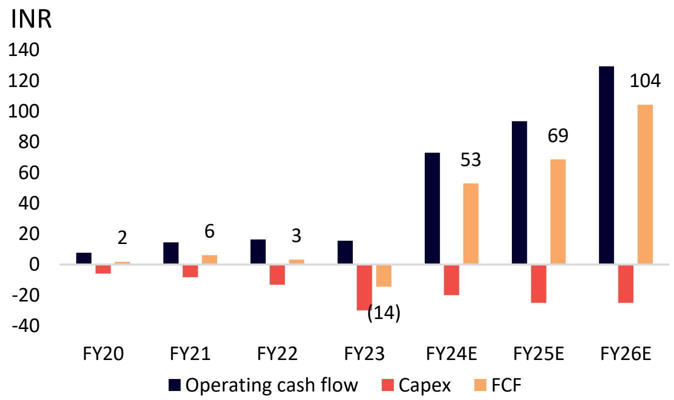


Exhibit 6: Expect cumulative FCF of INR293cr over FY24–26



Source: Company, Nuvama Wealth Research

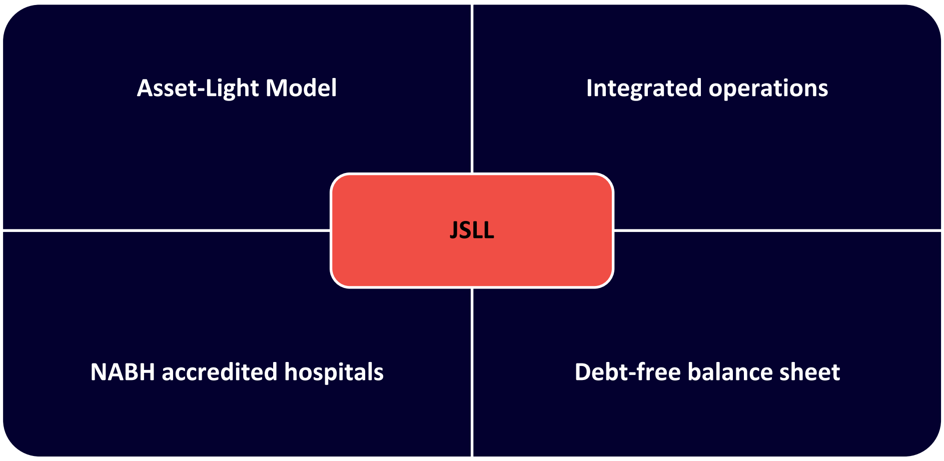
Tapping opportunities in the alternative treatments

Key investment thesis

i) Alternative treatments like Ayurveda, yoga and naturopathy, *unani, siddha*, and homoeopathy (in short AYUSH), though an ancient practice, have seen a significant fillip in the past decade, with many Ayurvedic and yoga practitioners reiterating its merits and importance in the light of various limitations of standard allopathy practices. A government push has helped the industry flourish. Various industry research reports forecast an exponential growth for the AYUSH industry driven by: i) rising awareness about AYUSH treatments, ii) government policy and increased budgetary allocations, iii) standardisation of AYUSH treatments, and iv) expansion of AYUSH-based healthcare services.

ii) Led by Mr Manish Grover, a learned Ayurvedic practitioner and motivational speaker, JSLL has transformed from a product-selling company to a full-fledged and integrated Ayurvedic healthcare company. It regularly conducts various free health checkup and yoga camps to make people aware of their health problems. It provides treatment such as Ayurveda, homoeopathy, and naturopathy to cure various diseases such as cancer, diabetes, liver problems, arthritis, cholesterol, thyroid, leukoderma, and joint pain. This transformation has resulted in a better margin profile and return ratios on investments.

iii) JSLL's asset-light model, strong execution, debt-free Balance Sheet, and aggressive expansion plans offer decent prospects for growth and return on investments. It is set to attract patients to its NABH-accredited hospitals given the increase in insurance coverages under the CGHS and RGHS schemes.



Source: Nuvama Wealth Research

Key risks: (a) The Company depends on brand recognition and reputation and its ability to maintain or enhance brand image. Any dent in its brand image may materially impact its business, (b) the business is prone to consumer complaints and litigations which could be adverse for JSLL, (c) revenue and profits are concentrated at its Meerut, Punjab, and Navi Mumbai locations, which pose a business concentration risk.

Tapping opportunities in the alternative treatments

I. The AYUSH industry is re-emerging

Ayurvedic practices are based on the belief that health and wellness depend on a delicate balance between the mind, body, and spirit. Its main goal is to promote good health, not fight disease. It is an alternative medical system with historical roots in the Indian subcontinent, dating back to the Vedic era. However, the advent of modern medicine gradually overshadowed this ancient practice. Although the use of Ayurvedic therapy has been prevalent in some pockets of India, it has been unorganised and therefore eclipsed by the organised modern medicine and healthcare system. However, the past decade has seen a re-emergence of Ayurvedic practices, with various Yoga gurus (Yoga practitioners) like Baba Ramdev and Mr Manish Grover gaining popularity for combining yoga with Ayurveda and naturopathy. The government too has recognised the role of Ayurvedic medicines and practices in the well-being of people. **(See Appendix).**

i) **Healthy growth projected for the AYUSH market:** As per a recent survey by NirogStreet, India's Ayurvedic product market is projected to touch INR1.2lk cr by FY28 from INR57,450cr in FY23 (~16% CAGR). The overall market for Ayurvedic products and services is expected to clock ~15% CAGR over FY23–28, with the service sector growing at 12% CAGR.

ii) **Highly competitive product market:** The key manufacturers are Patanjali Ayurved, Dabur India, Emami Group, Himalaya Wellness Company, Maharishi AyurVeda, Baidyanath Group, Shahnaz Husain Group, Vicco Laboratories, Amrutanjan Health Care, Charak Pharma, Biotique, Herbal Hills, Basic Ayurveda, and Natreon. The top three companies command ~68% market share.

iii) **The Ayurvedic services market is evolving:** The Ayurvedic hospital market was valued at USD1.3bn in 2023. It is projected to touch USD3.2bn by 2030 (11.8% CAGR over 2024–30). The efficacy of therapies, overall patient experience, healthcare staff knowledge, and adherence to genuine Ayurvedic principles are the key metrics used to evaluate quality in the Ayurvedic hospital market. These medical facilities frequently combine contemporary conveniences with customary methods to offer patients a relaxing and restorative atmosphere.

iv) **Key growth drivers for AYUSH products**
The increasing prevalence of medical disorders; growing health consciousness among consumers; surge in Ayurvedic medical practitioners, government initiatives, and the emergence of new Ayurveda tech startups; and the easy availability of Ayurvedic products, both online and offline, represent some of the key factors driving the Ayurvedic product and services market.

v) **Expansion of Ayurvedic treatment hospitals and infrastructure**: India has over 3,844/36,848 AYUSH hospitals/ dispensaries. Around 11%/26% of AUYSH hospitals/dispensaries are in the private sector. Through NAM, the Ministry of Ayush upgraded 12,500 health facilities into the AYUSH Health and Wellness Centres under *Ayushman Bharat*.

vi) **Government's thrust on the AUYSH industry**
The Centre has taken various initiatives under NAM to promote the AUSH industry. This included higher Budget allocations and the signing of various MoUs for collaborative research, education, and promotions of AUSH practices. **(See Appendix)**

Tapping opportunities in the alternative treatments

Exhibit 7: Public health initiatives taken under NAM

Exhibit 8: Proposals under *Ayushman Arogya Mandir*

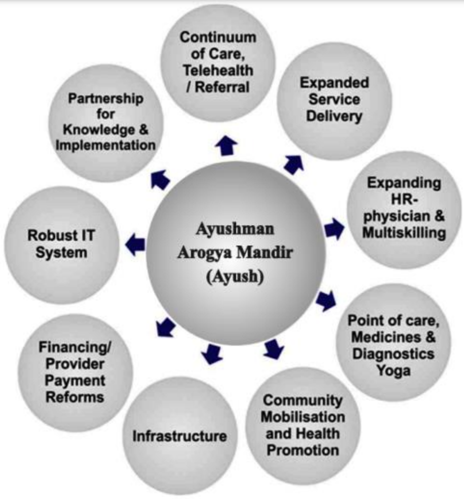
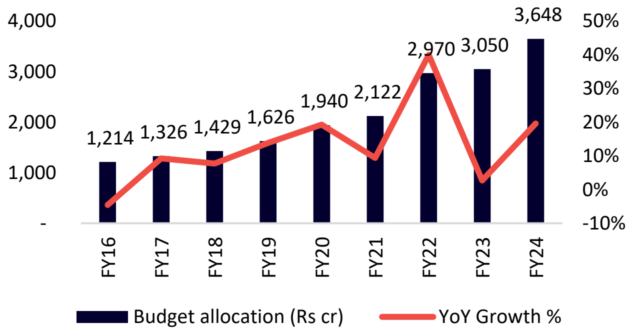


Exhibit 9: Current infrastructure under AYUSH

	FY24
Total AYUSH hospitals	3,844
Hospitals in the government sector	3,403
Hospitals in the private sector	441
Private hospitals (%)	11
Total AYUSH dispensaries	36,848
Dispensaries in the government sector	27,118
Dispensaries in the private sector	9,730
Private dispensaries (%)	26

Exhibit 10: Budget allocation to AYUSH



Source: Industry, Nuvama Wealth Research

vii) Global outreach

The Ayurvedic industry has seen healthy export demand in the last couple of years. In the last two years (FY21–23), the combined export of AYUSH and herbal products crossed a staggering USD1.24bn, fuelled by a burgeoning global interest in alternative and holistic wellness practices, coupled with the government's proactive initiatives to promote AYUSH internationally **(See Appendix)**

viii) Insurance coverage to boost the AYUSH industry

The Insurance Regulatory and Development Authority of India (IRDAI) has included AYUSH treatments under health insurance coverage from April 1. The regulator has asked insurers to amend all existing policies and make AYUSH treatment at par with others. This will give a huge boost to the industry. **(See Appendix)**

II. Well-placed to tap emerging opportunities in AYSUH products

JSLL offers more than 300 Ayurvedic products, developed in-house, but manufactured by third parties. It regularly launches research-based products, a combination of products for various detox functions, immunity boosters, wellness products, and cures for chronic ailments. Despite stiff competition in this space, we expect a revenue CAGR of 20% over FY23–26 from product sales through various channels.

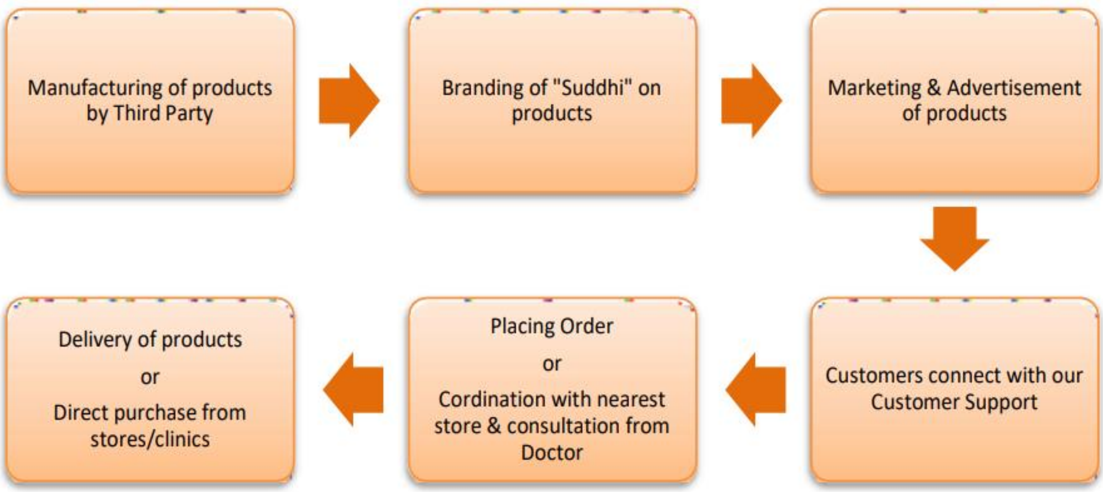
i) Navigating the intense competition in Ayurvedic products

The Indian Ayurvedic product market sees the participation of several (mostly unorganised) players and MSMEs. However, most of these products are based on traditional Ayurvedic formulae and relate to wellness products, which makes the market commoditised. Through its in-house research, JSLL has meticulously developed a mix of various ingredients to offer differentiated products. Its products used in the treatment of chronic diseases like diabetes, cancer, kidney, and liver-related ailments. It is also focused on wellness-related products, which offers it a better competitive strength. It has strengthened its R&D capabilities to offer innovative products in the area of women's health, fertility, and cholesterol-lowering products, which will drive future growth.

ii) A wide basket of Ayurvedic products

JSLL offers ~300 Shuddhi-branded herbal and Ayurvedic products to treat various ailments. These products are sold locally through retail stores, franchises, cash-on-delivery (order via a phone call and online), and at hospitals and clinics as a follow-up treatment. Its product sales received a huge boost during the COVID-19 pandemic when the demand for immunity and anti-viral related products flared up. Most of its products are sold in North and West India. As it expands its footprint of hospital services in other parts of India, especially in the South, sales are likely to grow.

Exhibit 11: JSLL's product business



Source: Company, Nuvama Wealth Research

Tapping opportunities in the alternative treatments

Key products	Target diseases
Dr *Shuddhi* Package (*Shuddhi* Kit) — a 40-day detox package	It helps the body to throw out all waste that increases the chances of virus, fungi, bacteria, and toxins in the body. It helps clean all the organs, glands, and every cell of the body. Dr *Shuddhi* Package includes the *Shatayu Urja* tablet and *Shatayu* detox powder
***Shuddhi* 32 Herbs Tea**	This 100% Ayurvedic herbal tea helps treat various diseases
***Shuddhi* Addiction Free Kit**	It is a combination of herbs that help in the Ayurvedic treatment of alcoholism
***Shuddhi* BP Package**	Helps cure heart diseases, strokes, heart failure, kidney disease, kidney failure, and vascular dementia
***Shuddhi* Diabetes Care Package**	The herbs help in the treatment of diabetes
***Shuddhi Divya Sanjeevani* — anti-viral**	To boost immunity

Source: Company, Nuvama Wealth Research

iii) Key growth drivers

A key factor driving demand for Indian Ayurvedic products is the growing popularity of natural and organic medicines and its benefits among consumers. Factors such as rising health concerns and awareness of the side effects of modern medicines are driving the preference for Ayurvedic products in India. For JSLL, the growth in product sales will be mainly driven by:

- Expansion in geographies,
- Focus on research-based wellness products,
- Expansion in its hospital network, and
- Introduction of products.

Exhibit 12: Revenue from products to clock 20% CAGR

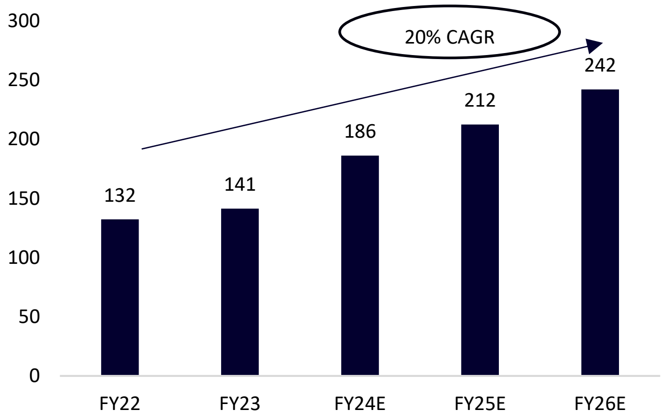
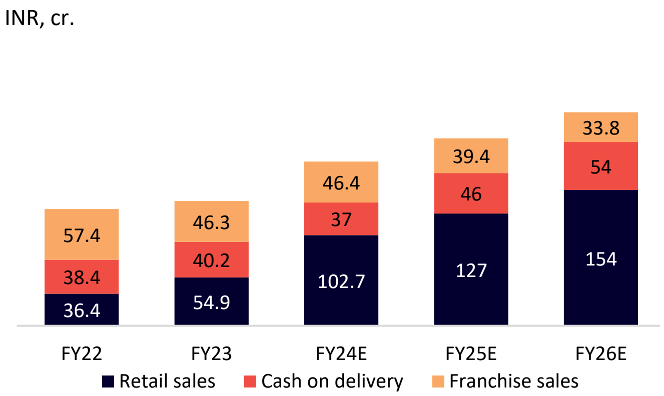


Exhibit 13: Product sales break



Source: Company, Nuvama Wealth Research

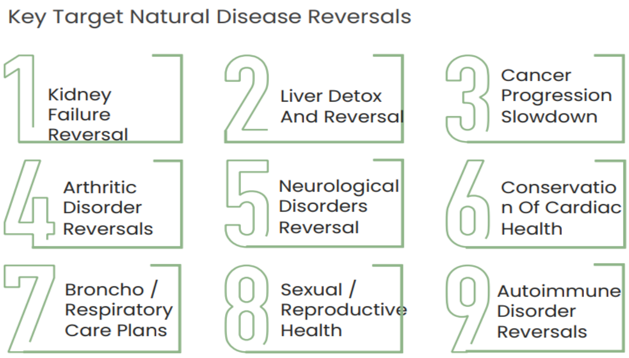
III. Integrated services to transform the business outlook

Led by Mr Manish Grover, a learned Ayurvedic practitioner and motivational speaker, JSLL has transformed from a product-selling company to a full-fledged and integrated Ayurvedic healthcare company. It has significantly expanded its service network in the last four years to 27 hospitals (including daycare centres) in FY24, with a total bed count of ~1,300, from a single hospital in FY20 (114 beds). The management aims to expand its bed count to more than 2,000 over the next two years, which should result in a revenue CAGR of more than 75% over FY23–26E. The average revenue per occupied bed is likely to rise to ~INR8,700/day in FY26 from ~INR7,000/day in FY23 led by a higher inflow of patients to OPD, three-day wellness camps, and disease reversal programmes. The company boasts of having the highest number of NABH-accredited hospitals, which enables it to participate in CGHS and other government-sponsored schemes.

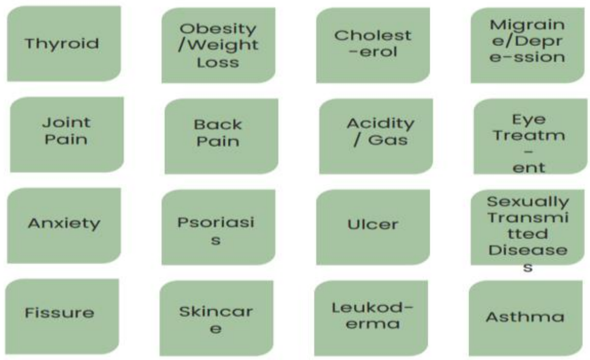
i) Evolving from products to a full-fledged service provider

JSLL has evolved into a full-fledged service provider from a product-based company by expanding its operations through Shuddhi Ayurveda Panchakarma Hospital (HIIMS) and Shuddhi Panchakarma Day Care Clinic (OPD). It provides treatments such as Ayurveda, allopathy, homoeopathy, and naturopathy. It offers a cure for various diseases such as cancer, diabetes, liver problems, arthritis, cholesterol, thyroid, leukoderma, and joint pains. Although there are a number of unorganised players offering *panchakarma* services, JSLL has a competitive advantage, it being an integrated service provider that combines Ayurvedic, *panchakarma,* homoeopathy, and naturopathy treatment to reduce the fundamental causes of disease through its network of Hospital & Institution of Integrated Medical Sciences (HIIMS).

Disease reversal programmes in vogue



Scope of treatment under alternative therapies



Comprehensive services by JSLL

In-Patient Department (IPD)	Out-Patient Department (OPD)	Daycare Services	Panchakarma Therapies	Diet Care	HIIMS At Home
Our hospitals provide state-of-the-art facilities for in-patient care, with comfortable rooms and round-the-clock medical supervision. • 24 Hour Observation, Therapies • Customized In-house Diet Menu • Panchkarma Unit, Reflexology Unit • Yoga/ Meditation, HWI/ HDT Unit	• Our clinics offer convenient OPD services, allowing patients to consult with our experienced Ayurveda Doctors (Ayurvedacharyas) for diagnosis, treatment, and follow-up care • Herbal Medications & Diet and Lifestyle Reforms	• For procedures and treatments not requiring overnight hospitalization, we provide daycare services. • Patients can receive necessary medical interventions, therapies, and monitoring during the day and return home in the evening.	• We specialize in authentic Panchakarma therapies, a holistic approach to detoxification and rejuvenation. • Our skilled therapists and traditional treatment techniques help cleanse the body, eliminate toxins, and restore balance for enhanced well-being.	• We offer personalized diet care services, with expert dieticians who provide tailored nutritional guidance based on individual health requirements. • We focus on promoting healthy eating habits and lifestyle modifications to support overall wellness.	• Through HIIMS At Home, we offer home-based consultations, therapies, and medical support, ensuring continuity of care for patients who may require assistance. • This ensures healthcare services in the comfort of own home.

JSLL's facilities

Source: Company, Nuvama Wealth Research

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Exhibit 14 Location-wise distribution of beds (FY24E)

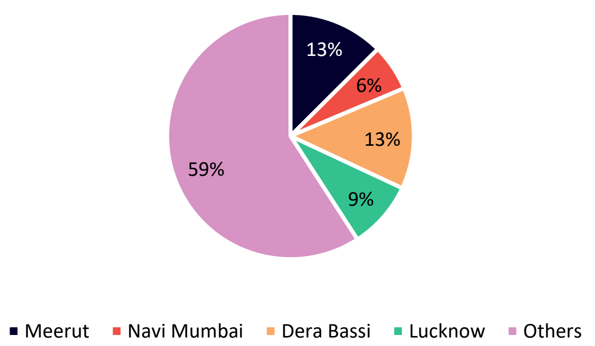
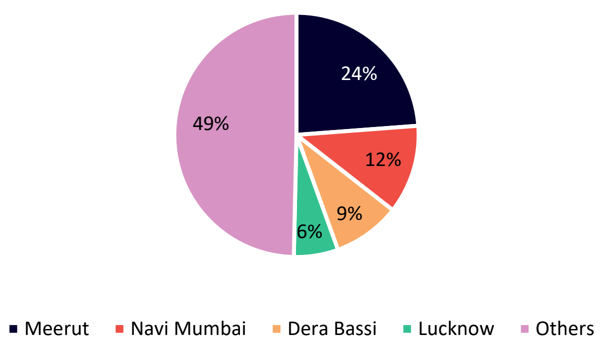


Exhibit 15: Location-wise share of revenue (FY24E)



Source: Company, Nuvama Wealth Research

ii) A rapid ramp-up in its service network

From its inception in FY20 with a 54-bed hospital at Dera Bassi (Punjab), JSLL's hospital business has quickly expanded to 27 hospitals and ~1,300 beds. The management aims to expand its capacity to nearly 600 beds at its largest centre in Meerut in two phases. It also aims to undertake brownfield expansion at some existing hospitals. As a result, total bed capacity may surpass 2,000 by FY26-end. A strong Balance Sheet enables it to evaluate inorganic opportunities to expand into new geographies.

Exhibit 16: Number of *panchakarma* hospitals

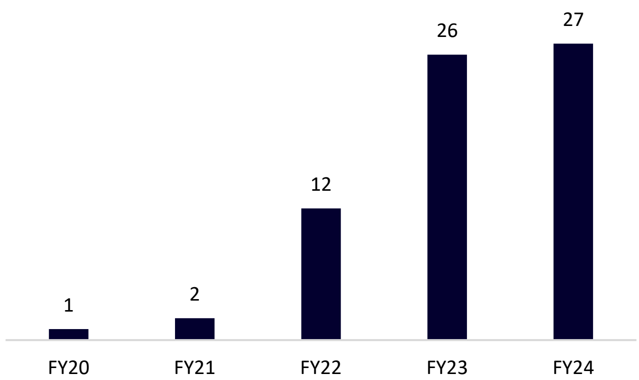


Exhibit 17: Number of hospital beds

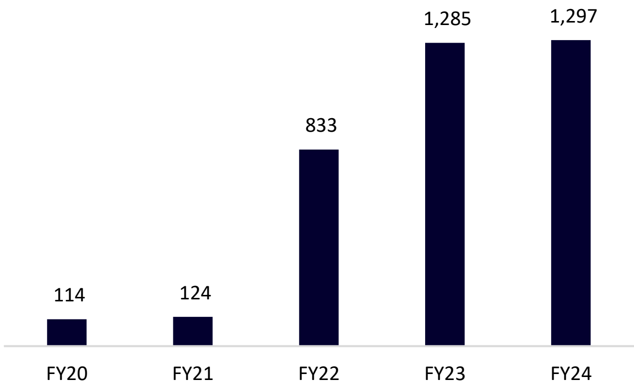


Exhibit 18: Number of clinics and daycare centres

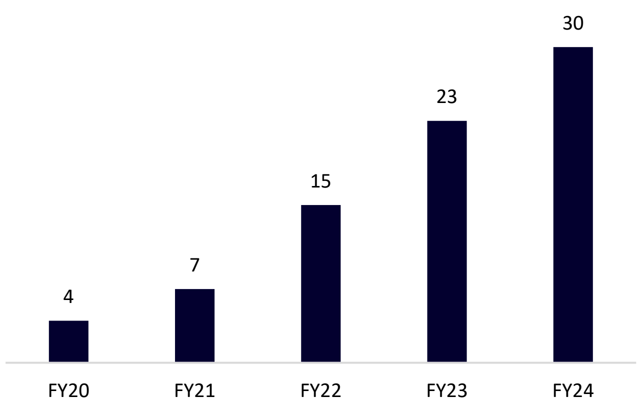
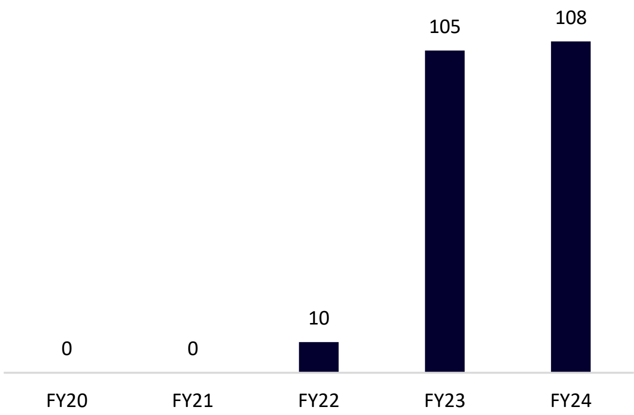


Exhibit 19: Number of daycare beds



Source: Company, Nuvama Wealth Research

Tapping opportunities in the alternative treatments

iii) Boost from increasing coverage of insurance and CGHS/state healthcare schemes

JSLL has the highest number of NABH-accredited hospitals, which qualifies it for the Central Government Healthcare Scheme (CGHS), Rajasthan Government Healthcare Scheme (RGHS), and the medical scheme for Ayushman Central Armed Police Forces (CAPF). Out of a total of 27 hospitals, 13 *panchakarma* hospitals are approved by NABH. Besides, it has 11 clinics and daycare centres approved by NABH for *Panchkarma* therapy.

iv) Greater frequency of short-period wellness camps to boost occupancy and ARPOB

JSLL offers healthcare packages spread over three, seven, 10, and 14 days depending on the complexity of the disease. The price of the package is mostly built into the per day cost (which ranges from INR7,000 to INR14,000/day depending on the class of room). Its three-day wellness camps offer Panchkarma and other detox therapies. These camps help identify patients suffering from critical illnesses that need specialised treatments.

Its three-day camps help the company earn a higher per-day income. It has been organising three-day camps monthly at select centres (Meerut and Navi Mumbai). These camps garner a huge response from patients and wellness seekers. Amid huge demand, the management has raised the frequency of three-day camps at its Meerut centre to twice a month. This should help improve occupancy and ARPOB.

We have built in ~5% CAGR in ARPOB over FY24–26 to reach INR8,727 per day from INR7,916 in FY24. Occupancy is likely to improve to 53% in FY26 from 37% in FY24, despite occupied beds rising to 1,056 from 480.

v) Key growth enablers

- **Best in class infrastructure:** JSLL's HIIMS facilities at Meerut operates over 300 beds and has a decent mix of twin-sharing rooms and premium private cottages. This facility is being expanded to 1,000-beds, equipped with the latest technologies in p*anchakarma*, hydrotherapies, and other naturopathy treatments. Post-expansion, it will be the largest integrated facility in India with the latest equipment. Other facilities in Navi Mumbai, Lucknow, and Dera Bassi (Punjab) are also equipped with the latest hydrotherapy and steam therapy facilities which differentiate it from other service providers.
- **Asset light model:** Except Dera Bassi, all facilities are owned by the company. These facilities are on a long-term lease, which offers a better return on investments. Unlike standard healthcare facilities, where the per bed investment ranges from INR50lk to INR70lk, JSLL's per bed investment stands at INR2–2.5lk.
- **An aggressive ad campaign and able leadership offer it a competitive edge:** Aggressive advertisements, social media campaigns, and motivational speeches by Mr Manish Grover and Dr Biswaroop Roy Chowdhury attract strong footfalls to HIIMS facilities.
- **Product sales get a boost as follow-up treatments create demand:** Patients who have availed therapies at HIIMS and at its daycare centres are normally recommended a course of proprietary Ayurvedic medicines. Growing footfalls at these centres also boost demand for its products.

IV. Financials

The speedy ramp up of its *panchakarma* service network led to a change in the revenue mix and a revenue/PAT CAGR of 18%/ 54% over FY19–23. As contribution from the services business is likely to increase to ~58% in FY26 from 31% in FY23, we expect a significant improvement in operating margin. We forecast a revenue/PAT CAGR of 41%/60% over FY23–26. This should lead to a cumulative free cash flow of INR293cr over FY24–26, which will satiate its appetite for inorganic initiatives. The company is debt-free and reported a RoE/RoCE of 41%/52% in FY23.

Exponential growth in the hospital business

JSLL has significantly ramped up its services business from a single hospital in FY20 to nearly 27 hospitals in FY24. Its capacity expanded to 1,189 beds in FY24 from 114 beds in FY20, excluding standalone clinics and daycare centres**.** As of March 31, its total bed capacity stood at 1,297, including 108 standalone daycare and clinic beds.

	FY20	FY21	FY22	FY23	FY24
No. of *panchakarma* hospitals	1	2	12	26	27
Total hospital beds	114	124	823	1,180	1,189
No. of clinics	4	7	15	23	30
Clinics/daycare beds	0	0	10	105	108
Total bed capacity	**114**	**124**	**833**	**1,285**	**1,297**

Source: Company, Nuvama Wealth Research

Increase in operating beds and occupancy to drive growth

Occupancy in its hospital business stood ~30% (including daycares and clinics) in FY23. It is expected to touch ~37% in FY24. We expect a significant improvement in occupancy ahead on the back of a higher frequency of three-day camps and greater insurance and CGHS scheme coverage. Total bed capacity will increase to ~2,000 beds by FY26, including an additional ~600/~200 beds at Meerut/other locations.

Forecast 75% revenue CAGR for the hospital business over FY23–26

We expect occupied beds to surge to 1,056 in FY26 from 480 in FY24, while ARPOB will tremble to INR8,700 from ~INR8,000. The rise in ARPOB is attributed to the higher frequency of short-period camps (per patient per day revenue of ~INR14,000). This should result in a revenue of INR336cr from the hospital services business in FY26 as against INR63cr in FY23.

Expect product sales to clock 20% CAGR over FY23–26

The company sells Ayurvedic products manufactured by third parties through retail distribution and franchise networks and cash on-delivery (online orders). It also sells products directly to patients availing treatment at *panchakarma* hospitals and clinics. Of late, JSLL has reduced the number of franchises and focused on direct-to-consumer sales. It generated a revenue of INR141cr in FY23 from the sale of products. It is expected to achieve a revenue of INR186cr/INR212cr/INR242cr in FY24/FY25/FY26.

Revenue model

	FY22	FY23	FY24E	FY25E	FY26E
Product sales	**132**	**141**	**186**	**212**	**242**
YoY (%)		*7*	*32*	*14*	*14*
Retail sales	**36**	**55**	**103**	**127**	**154**
Cash on delivery	**38**	**40**	**37**	**46**	**54**
Franchise sales	**57**	**46**	**46**	**39**	**34**
Services	**14**	**63**	**139**	**236**	**336**
YoY (%)		*339*	*122*	*70*	*43*
As a percentage of Sales	*10*	*31*	*43*	*53*	*58*
Government panckkarma/CGHS	**6**	**24**	**52**	**90**	**108**
YoY (%)		*299*	*118*	*73*	*20*
Private PK	**8**	**39**	**87**	**146**	**228**
YoY (%)		*368*	*124*	*68*	*56*
Total sales	**147**	**204**	**325**	**448**	**578**

Source: Company, Nuvama Wealth Research

Tapping opportunities in the alternative treatments

EBITDA margin to improve on better revenue mix

Historically, JSLL has been generating an EBITDA margin of 10–12%/40–45% from product sales/services business. We expect the products business to see an improvement in margin on better operating leverage and the addition of better-value products to its portfolio. The company incurred ~24% of revenue (INR35cr) on advertisement and business promotion in FY22, which fell to 15% in FY23 (INR30cr). As the business scales up, advertisement cost as a percentage of sales will fall. Moreover, operating margin in the hospital services business will get a boost from higher inflow of OPD (3-day camps) and chronic patients. We expect EBITDA margin to improve to 32% in FY26 from 22% in FY23.

Exhibit 20: Change in revenue mix

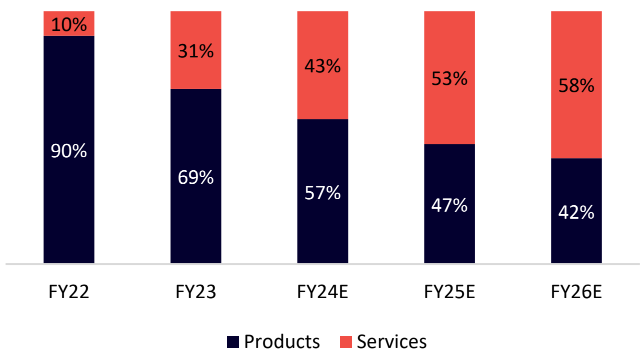
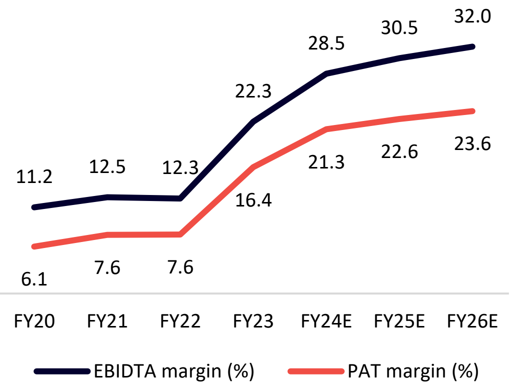


Exhibit 21: Trend in EBITDA and PAT margin



Source: Company, Nuvama Wealth Research

Income Statement

	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Net sales (other operating income)	**106**	**94**	**136**	**147**	**205**	**325**	**448**	**578**
YoY (%)		*(11)*	*44*	*8*	*40*	*59*	*38*	*29*
Cost of sales	23	12	16	15	17	21	31	40
As a percentage of sales	21	13	12	10	9	6.5	7	7
Gross profit	**83**	**82**	**120**	**131**	**187**	**304**	**417**	**538**
Gross margin (%)	79	87	88	90	91	94	93	93
Employee cost	14	22	30	34	44	65	83	104
As a percentage of sales	14	23	22	23	22	20	18.5	18
Other expenses	58	50	72	80	98	146	197	249
As a percentage of sales	55	53	53	54	48	45	44	43
EBITDA	**11**	**11**	**17**	**18**	**46**	**93**	**137**	**185**
EBITDA margin (%)	*10*	*11.2*	*12.5*	*12.3*	*22.3*	*28.5*	*30.5*	*32*
Depreciation	1	2	3	3	3	4	5	6
EBIT	**9**	**9**	**15**	**15**	**42**	**88**	**132**	**179**
EBIT margin (%)	*9*	*9*	*11*	*10*	*21*	*27*	*29*	*31*
Other income	0	1	1	1	3	4.5	5	5
Finance cost	1	2	1	1	1	0.14	0	0
PBT	**8**	**8**	**14**	**15**	**44**	**93**	**136**	**184**
Total tax	2	2	4	4	11	24	35	47
Tax rate (%)	*28*	*26*	*27*	*26*	*24*	*25.5*	*25.5*	*25.5*
Net profit	**6**	**6**	**10**	**11**	**34**	**69**	**101**	**137**
PAT margin (%)	*6*	*6*	*8*	*8*	*16*	*21*	*23*	*24*
YoY change (%)		*(4)*	*80*	*8*	*199*	*106*	*47*	*35*
Adjusted EPS	**2.4**	**2.3**	**4.2**	**4.5**	**13.5**	**27.8**	**40.8**	**55**

Source: Company, Nuvama Wealth Research

Tapping opportunities in the alternative treatments

A strong Balance Sheet and healthy free cash flows strengthen its financial position

The company has a debt-free status, despite a significant expansion in its hospital network, thanks to its asset-light model. As most hospitals are on lease, it has been clocking a decent gross asset turnover ratio (3.8x in FY23). This also yields healthy return ratios (RoE/RoCE of 41%/52% in FY23). Though RoE/RoCE will be lower than FY23 levels as the business grows, it will stay healthy. We expect an average RoE/RoCE of 39%/50% over FY24–26. Excluding the cash and equivalents the average ROCE is likely to increase to 104% in FY26 from 66% in FY23.

Exhibit 22: Healthy return ratios

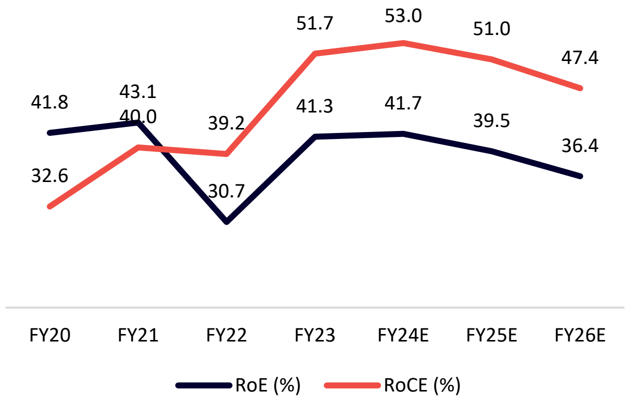
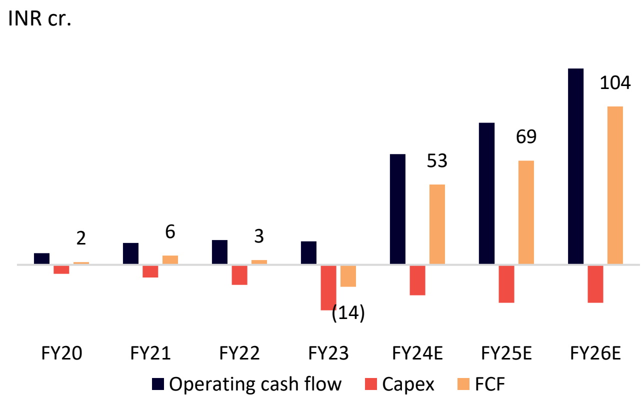


Exhibit 23: Expect a free cash flow of INR293cr over FY24–26



Source: Company, Nuvama Wealth Research

Valuation and view

On the back of exponential growth in the last three years, the stock has seen multiple re-ratings. It is trading at 40x/28x/20x FY24E/FY25E/FY26E earnings. As most companies engaged in Ayurvedic products and services fall in the unorganised sector, it has no real peers for a comparative valuation. However, we get a clue from pure product-based companies and standard healthcare providers. JSLL deserves a re-rating given its healthy growth prospects and return ratios, debt-free Balance Sheet, and differentiated product offerings. We assign a P/E ratio of 30x to arrive at our TP of INR1,650. Our target valuation is at a discount of more than 38% to allopathy-based and mid-sized standard healthcare providers (one-year forward multiple) and at a discount of ~40% to large-sized product-based companies having strong brand equity in the market.

We found two smaller listed players that can be compared to JSLL: i) Kerala Ayurveda (product-based) and ii) Vaidya Sane Ayurved Laboratories (services-based). While KERL, which manufactures and sells over 350 products and operates clinics, has been incurring losses in recent years, MADHAVBA, which operates a chain of cardiac care clinics and hospitals, has a gearing of ~3% of net margin on an annual turnover of over INR100cr.

Big-sized Ayurvedic product-based companies like Dabur India and Amrutanjan Health Care, which have established strong brand equity in the market and generate the lion's share of their revenue from OTC products, have been trading at 54x and 45x FY24E earnings, respectively.

Product-based listed peers

Companies	M-cap (INR cr)	Revenue CAGR over FY19–24 (%)	Earnings CAGR over FY21–24 (%)	RoE (%)	P/E ratio (x, FY24E)	Comments
Kerala Ayurveda	344	12	Net loss in FY24	Loss	NA	It manufactures Ayurvedic medicines with more than 350 classical and proprietary formulations. It operates treatment centres, clinics, hospitals, and Ayurvedic resorts across India. It cultivates over 1,200 herbs and medicinal plants.
Dabur India	97,604	8	5	19.2	54	Dabur India is the country's fourth largest FMCG company and the world's largest Ayurvedic and natural health care company with a portfolio of over 250 herbal and Ayurvedic products
Amrutanjan Health Care	2,162	10	13	14	45	It offers a wide range of products in categories like pain management, congestion management, women's hygiene, beverages. A large part of its portfolio is based on Ayurvedic products

Source: Nuvama Wealth Research

Mid-size standard healthcare service providers

Companies	M-cap (INR cr)	Revenue CAGR over FY19–24E (%)	PAT CAGR over FY19–24E (%)	RoE (%, FY24E)	P/E ratio (x, FY24E)
Rainbow Children's Medicare	14,245	19	38	25.5	62
Healthcare Global Enterprises	4,948	14	Loss to profit	20	235
Shalby	2,927	15	22	7.4	33
Artemis Medicare Services	2,447	9	18	11.5	50
Vaidya Sane Ayurved Laboratories	189	NA	NA	0	58

Source: Nuvama Wealth Research

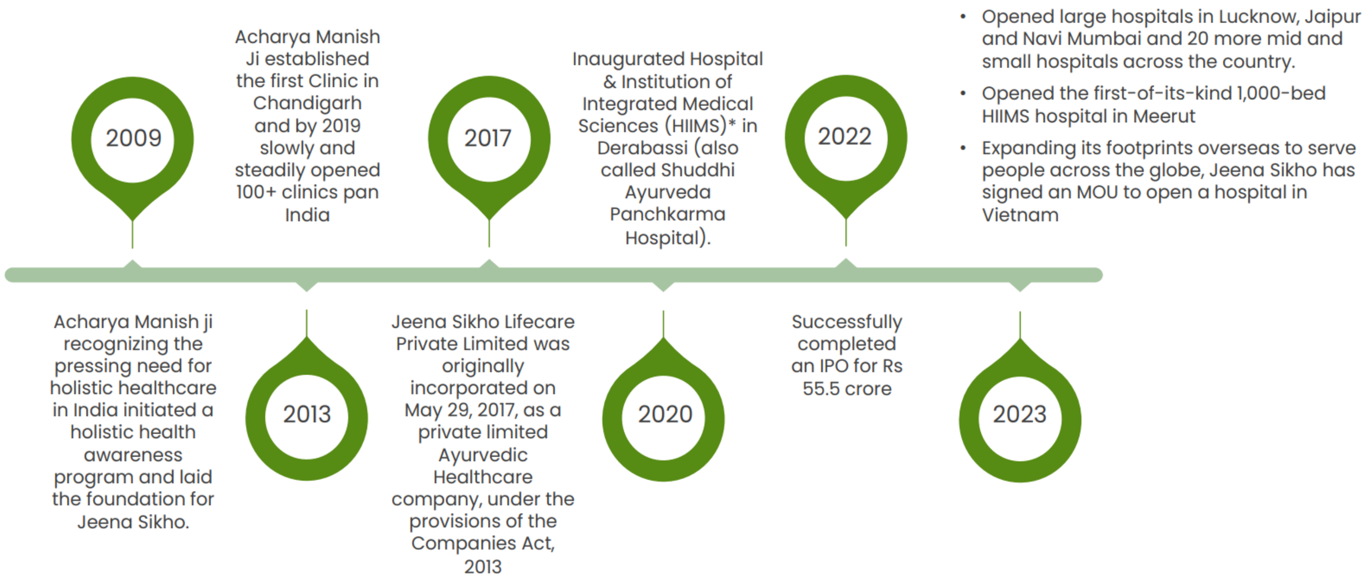
Tapping opportunities in the alternative treatments

Company background

Incorporated in May 2017, JSLL is helmed by a veteran Ayurvedic practitioner Mr Manish Grover. This Ayurvedic healthcare company, headquartered in Zirakpur, Punjab, has a pan India presence through a network of product sales and services. The company's promoter has earned a good reputation over 14-year as a motivator, speaker, and Ayurvedic practitioner. JSLL has established a strong brand under the name *Shuddhi* (or cleaning), which acts as an umbrella brand for its products and services. It had also launched various product kits under the *Divya* Kit brand. Its key hospitals are run under the brand name: Shuddhi Ayurveda Panchakarma Hospital (HIIMS). These hospitals aim to cure various diseases such as cancer, diabetes, liver problems, arthritis, cholesterol, thyroid, leukoderma, and joint pain.

The company tapped the primary market in April 2022 and raised INR55cr at a price of INR150 per share. It was listed on the NSE SME exchange on April 19, 2022. The proceeds have been utilised to promote the *Shuddhi* brand, repayment of short-term borrowings, and to meet its working capital requirements.

Evolution of JSLL



Source: Company, Nuvama Wealth Research

Strong reputation of Mr Manish Grover in Ayurvedic and integrated treatments

Acharya Manish Grover, the founder of JSLL, is a dedicated motivational speaker on the prevention of diseases through lifestyle choices. He is active on social media, organises health check-up camps, and conducts invigorating yoga sessions to promote a holistic well-being. He has been a key influencer to patients looking at alternate treatments. He has been able to forge long-term partnerships with facilities and clinics as well as the manufacturers of Ayurvedic medicines based on the standards set by him.

Shareholding pattern

	April 2022	September 2022	March 2023	September 2023	November 2023	March 2024
Promoters	65.9	65.9	66.2	67.9	67.9	67.9
FIIs	0	0	0	2	1.8	0.3
DIIs	0	0	0	0	0	0
Public	34.1	34.1	33.8	30.1	30.3	31.8
No. of shareholders	**1,951**	**834**	**663**	**815**	**1,107**	**2,721**

Source: Company, Nuvama Wealth Research

Shareholding of key directors and managerial personnel

	April 2022	September 2022	March 2023	September 2023	November 2023	March 2024
Mr Manish Grover	65.2	65.2	65.51	66.98	66.98	66.98
Mrs Bhavna Grover	0.66	0.66	0.66	0.85	0.85	0.85
Mr Mukesh Grover	0.01	0.01	0.01	0.04	0.04	0.04
Mrs Akansha Jain	0.01	0.01	0.01	0.01	0.01	0.01
Ms Shreya Grover	0.01	0.01	0.01	0.01	0.01	0.01
Mr Sahil Jain	0.01	0.01	0.01	0.01	0.01	0.01

Source: Company, Nuvama Wealth Research

Appendix

I. How the AYUSH industry is overcoming traditional bottlenecks

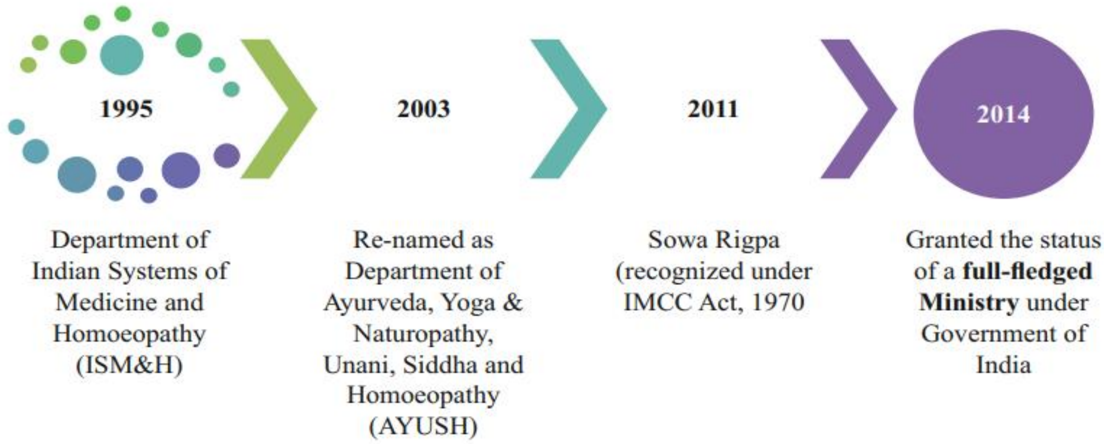
The growth of the AYUSH industry has been impeded by various bottlenecks and relative advantages of allopathy-based products and modern treatment practices. Unlike allopathy drugs, which undergo globally recognised standard practices concerning manufacturing, quality control, efficacy, and effectiveness, AUYSH-based products never had measurable methods to prove efficacy, toxicity, quality control, and standard manufacturing practices. In the past few years, the government as well as private players have taken several initiatives to overcome these bottlenecks. Below is the list of initiatives and developments that will help overcome key bottlenecks, thereby aiding faster growth of the industry.

Traditional bottlenecks	How the industry is overcoming these traditional bottlenecks
Lack of documented procedures for products and process validation	A huge repository of extensive research works by various stakeholders in AYUSH has been created online (AYUSH research portal), cataloguing 41,743 research publications (as of December 28, 2023).
Batch-to-batch variation of products	Herbal medicines have not been defined in the Drugs & Cosmetics Act, 1940. However, Ayurvedic, *siddha*, and *unani* (ASU) medicines formulated from herbal and plant materials and associated ingredients are regulated in India via exclusive quality control provisions mentioned in the Drugs & Cosmetics Act, 1940. The Centre has published an Ayurvedic pharmacopeia incorporating quality standards of 645 single Ayurvedic drugs and 202 compound formulations. The *unani* pharmacopoeia incorporates 150 compound formulations and quality standards of 298 single drugs. The *siddha* pharmacopeia contains quality standards of 139 single drugs to help maintain consistency in batch production
Toxicity profile not explained and efficacy not scientifically proven and documented	An MoU was signed between the Ministry of Ayush and the Indian Council of Medical Research (ICMR) on May 11, 2023, to promote and collaborate on Integrative Health Research
Lack of quality assurance protocols	The Bureau of Indian Standards has also created a dedicated vertical for AYUSH. In a short period, it has published seven AYUSH-related Indian standards, with a further 53 in the process of development and publication. The International Organisation for Standardisation (ISO) released its first ISO standard technical report titled, 'ISO/TR 4421:2023 Health Informatics – Introduction to Ayurveda Informatics'
Lack of world class treatment centres	The NAM and Ministry of Ayush upgraded 12,500 health facilities into AYUSH Health and Wellness Centres under *Ayushman Bharat*. As per data received from the states and UTs, 8.42cr beneficiaries benefitted from these facilities in 2022–23 and 6.91cr from January to October 2023. Multiple treatment centres have emerged in the private sector in the past decade. A few of them, including JSLL, have ramped up their world-class facilities
Lack of NABH accreditation	NABH accreditation is now available to multiple healthcare facilities. Nearly 240 AYUSH hospitals in India are now accredited with NABH
Lack of health insurance approval	Starting April 1, 2024, IRDA introduced a revolutionary measure to mandate AYUSH integration in health insurance policies
Lack of well-trained manpower	As of January 2021, there were ~3.79lk registered Ayurvedic doctors across India. With an annual intake of ~57,000 students under AYUSH, the number of practitioners is likely to grow rapidly

Source: Industry, Nuvama Wealth Research

Tapping opportunities in the alternative treatments

II. The evolution of the AYUSH industry in the policy framework



Source: Industry, Nuvama Wealth Research

III. The Government's thrust to boost the AYUSH industry

The Union Cabinet on March 20, 2020, approved the proposal of the Ministry of Ayush to operationalise 12,500 *Ayushman Arogya Mandir* (AYUSH) under *Ayushman Bharat*. The budget allocation for NAM has been enhanced gradually to INR1,200cr in FY24 from INR75.28cr in FY15.

The key achievements of NAM in 2022–23 were as follows:

- The government approves 4,747 AYUSH health and wellness centres.
- Supports 23 units for setting up of integrated AYUSH hospitals.
- Aids 12/97 AYUSH hospitals/dispensaries for upgradation of infrastructure and other facilities.
- Supports 468 PHCs, 223 CHCs, and 112 DHs under co-location for recurring assistance of medicines and contingency.
- Aids 1,475/7,095 AYUSH hospitals/dispensaries for the supply of essential AYUSH medicines.
- Supports five units for the establishment of new AYUSH educational institutions.
- Aids 22 undergraduate and eight post-graduate AYUSH educational institutes for the upgradation of infrastructure, library, and other facilities.

IV. Government's initiative to boost exports

Some of the latest initiatives by the government to expand exports are listed below:

- The Ministry of Ayush has signed 24 country-to-country MoUs for cooperation in the field of traditional medicine and homoeopathy.
- Around 40 MoUs have been signed with international institutes to undertake collaborative research.
- About 15 MoUs have been signed with international institutes for setting up of AYUSH academic chairs in foreign nations.
- The Ministry of Ayush has provided support for the establishment of 39 AYUSH information cells in 35 foreign nations.
- The Ayush Export Promotion Council has been registered under Section 8(4) of the Companies Act, 2013 on January 4, 2022 under the Ministry of Ayush.
- WHO-GMP (COPP) certification has been allotted to 31 Ayurvedic drug manufacturers to facilitate the export of Ayurveda, *siddha, unani*, and homoeopathy drugs.

Tapping opportunities in the alternative treatments

V. IRDA directives to cover AYUSH services.

The Ministry of Ayush, on October 4, 2023, constituted a ‘core group of experts in the insurance sector’. Insurance companies were told to actively engage with this group to develop the required modalities for providing AYUSH coverage. The circular stated that insurers will have adequate controls as well as standard operating procedures for several activities including: i) enrolling hospitals into their network, ii) placing necessary clauses in their health service agreements with AYUSH hospitals and day care centres, iii) standard treatment protocols, and iv) dealing with possible frauds and abuse of the system, if any.

Key inclusions: i) AYUSH treatment expenses incurred at government hospitals accredited by the National Accreditation Board of Health (NABH) or the Quality Council of India (QCI); ii) Expenses incurred during an in–patient treatment at NABH and QCI–accredited facilities offering therapies like Ayurveda, yoga, *unani*, *siddha*, and homoeopathy; and iii) The costs associated with enrolment fees.

Financials

Year to March (INR cr)	FY22	FY23	FY24E	FY25E	FY26E
Income from operations	147	205	325	448	578
Direct cost	15	17	21	31	40
Employee cost	34	44	65	83	104
Other expenses	80	98	146	197	249
Total operating expenses	129	159	232	312	393
EBITDA	18	46	93	137	185
Depreciation	3	3	4	5	6
EBIT	15	42	88	132	179
Interest expenses	1	1	0	0	0
Other income	1	3	5	5	5
Profit before tax	15	44	93	136	184
Provision for tax	4	11	24	35	47
Core profit	11	34	69	101	137
Profit after tax	11	34	69	101	137
Adjusted net profit	11	34	69	101	137
Equity shares outstanding (cr)	1	1.4	2.5	2.5	2.5
Basic EPS (INR)	11	24	28	41	55
Diluted shares (cr)	**2.5**	**2.5**	**2.5**	**2.5**	**2.5**
Fully diluted EPS (INR)	5	13	28	41	55

Common size metrics as a percentage of net revenue

Year to March	FY22	FY23	FY24E	FY25E	FY26E
Operating expenses	87.7	77.7	71.5	69.5	68
Depreciation	2.3	1.6	1.3	1.2	1.1
Interest expenditure	0.8	0.3	0	0	0
EBITDA margin	12.3	22.3	28.5	30.5	32
Net profit margin	7.6	16.4	21.3	22.6	23.6

Growth metrics (%)

Year to March	FY22	FY23	FY24E	FY25E	FY26E
Revenue	7.9	39.7	58.6	38.1	29.0
EBITDA	6.5	152.6	103.0	47.8	35.3
PBT	6.2	193.5	109.6	46.6	34.8
Net profit	8.5	199.5	106.3	46.6	34.8
EPS	8.5	199.5	106.3	46.6	34.8

Source: Company, Nuvama Wealth Research

Tapping opportunities in the alternative treatments

Balance Sheet (INR cr)

As of March 31	FY22	FY23	FY24E	FY25E	FY26E
Equity share capital	10.1	13.8	24.9	24.9	24.9
Reserves and surplus	26.4	112.0	181.1	282.6	419.3
Shareholders' funds	36.5	125.8	206.0	307.4	444.2
Borrowings	7.4	0.8	0.8	0.8	0.8
Net deferred tax	0.3	-0.4	0.6	0.6	0.6
Minority interest	-0.0	0.0	0.0	0.0	0.0
Other non-current liabilities	0.0	0.0	0.0	0.0	0.0
Sources of funds	**44.2**	**126.2**	**207.1**	**308.8**	**445.5**
Gross block	36.5	70.4	90.4	115.4	140.4
Depreciation	8.0	10.7	14.8	20.1	26.4
Net block	28.5	59.7	75.6	95.3	114.0
Capital work in progress	5.0	1.1	1.1	1.1	1.1
Right of use assets	0.0	0.0	0.0	0.0	0.0
Total fixed assets	33.5	60.8	76.7	96.5	115.1
Intangibles	0.1	0.1	0.1	0.1	0.1
Investments	0.0	4.5	4.5	4.5	4.5
Inventories	6.4	4.1	6.5	9.0	11.6
Sundry debtors	9.0	22.1	35.0	48.3	62.4
Cash and equivalents	2.6	32.4	85.4	153.8	258.0
Loans and advances	8.0	18.5	18.5	18.5	18.5
Other current assets	0.9	2.0	3.1	4.3	5.6
Total current assets	26.9	79.0	148.5	233.9	356.0
Sundry creditors and others	16.3	19.7	24.2	27.8	31.7
Provisions	1.1	4.7	4.7	4.7	4.7
Total current liabilities and provisions	17.3	24.4	28.9	32.6	36.4
Net current assets	9.5	54.6	119.6	201.4	319.5
Other non-current assets	1.0	6.2	6.2	6.2	6.2
Uses of funds	**44.2**	**126.2**	**207.1**	**308.8**	**445.4**
Book value per share (INR)	36.1	91.1	82.9	123.7	178.7

Cash Flow Statement (INR cr)

Year to March	FY22	FY23	FY24E	FY25E	FY26E
Net profit	11.2	33.5	69.2	101.4	136.7
Add: Depreciation	3.3	3.2	4.1	5.2	6.4
Add: Deferred tax	-0.0	-0.7	0.0	0.0	0.0
Gross cash flow	14.5	36.0	73.3	106.7	143.1
Less: Changes in working capital	0.0	10.4	12.9	13.3	14.0
Operating cash flow	14.5	46.4	86.2	120.0	157.1
Less: Capex	13.2	30.0	20.0	25.0	25.0
Free cash flow	**1.3**	**16.4**	**66.2**	**95.0**	**132.1**

*Standalone numbers

Tapping opportunities in the alternative treatments

Ratios

Year to March	FY22	FY23	FY24E	FY25E	FY26E
RoAE (%)	30.7	41.3	41.7	39.5	36.4
RoACE (%)	39.2	51.7	53.0	51.0	47.4
Debtor days	23	39	39	39	39
Current ratio	1	3	5	7	10
Debt/equity ratio	0.2	0.0	0.0	0.0	0.0
Inventory days	16	7	7	7	7
Payable days	12	11	11	11	11
Cash conversion cycle (days)	27	36	36	36	36
Net debt/EBITDA ratio	0.3	-0.7	-0.9	-1.1	-1.4
Net debt/equity ratio	0.1	-0.3	-0.4	-0.5	-0.6

Valuation parameters

Year to March	FY22	FY23	FY24E	FY25E	FY26E
Diluted EPS (INR)	4.5	13.5	27.8	40.8	55.0
YoY growth (%)	*8.5*	*199.5*	*106.3*	*46.6*	*34.8*
CEPS (INR)	14	27	29	43	58
Diluted P/E ratio (x)	249.0	83.1	40.3	27.5	20.4
Price/BV ratio (x)	31.0	12.3	13.5	9.1	6.3
EV/sales ratio (x)	7.8	7.4	8.3	5.9	4.4
EV/EBITDA ratio (x)	63.0	33.3	29.2	19.3	13.7
Diluted shares outstanding	1.0	1.4	2.5	2.5	2.5
Basic EPS	11.1	24.1	27.8	40.8	55.0
Basic P/E ratio (x)	101.3	46.5	40.3	27.5	20.4

*Standalone numbers

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