

BALOJI HOSPITALS

Main road, Beside Government Hospital, Mulugu
Warangal-TS-506343

- MULTI - SPECIALTY HOSPITAL



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OVERVIEW OF THE PROJECT

1	Name of the project	BALOJI HOSPITALS
2	Nature of the project	Multi - specialty
3	Location of the project	Vil & mandal Mulugu, dist.Mulugu 506343
4	Number of beds	35
5	Sector	Private
6	Constitution	Proprietorship
7	Industry	Service
8	Land plot size	180 sq.a
9	Total built area	5632 sft
10	Total project cost	18811750
11	Medical equipments	15765150
12	Non medical equipments	3046600

OBJECTIVES

HEALTH CARE - AN OVERVIEW

- Healthcare facilities have a very important role in improving the quality of life of people. With a greater health awareness and consciousness, there is a rising demand for better healthcare facilities and services.'
- There are less than 0.5 beds per 1000 people in India as against a recommendation of 3.2 per 1000 people by the World health Organization.

Considering this rising demand, the proposed Multi Specialty Hospital has following objectives:

- To start, establish, maintain, operate, run and manage 'State-of-the-art Multi- Specialty Hospital' for the reception and treatment of persons suffering from different types of illness or malady.
- To install best available medical technologies of international standards for attainment of aforesaid objective.
- To start, establish, maintain, operate, run and manage an efficient ambulance service, and

pharmacy stores to support the Multi- Specialty Hospital.

- To do all acts, deeds or things as are necessary or expedient for advancement or attainment of aforesaid objects.

THE BACKGROUND

- Ability of the Government Owned Hospitals to render Quality Medical Services to all has decreased Because of the Population Growth.
- The Delivery of Advanced Health care to the Growing Population has become the Responsibilities of the Private and Government Sectors
- There are many Hospitals in Warangal Catering Health Care Services in Private Sector. But there is no Multispecialty Hospitals in Mulugu to Handle the Basic Surgeries, Casualties and Laboratory Services.
- Around 200000 population uses Mulugu town as junction point to buy their commodities and health care needs.
- Recently as per state government orders Mulugu town has become a district. So government establishing new offices and institutions, as such employees and town population is increasing very abruptly.

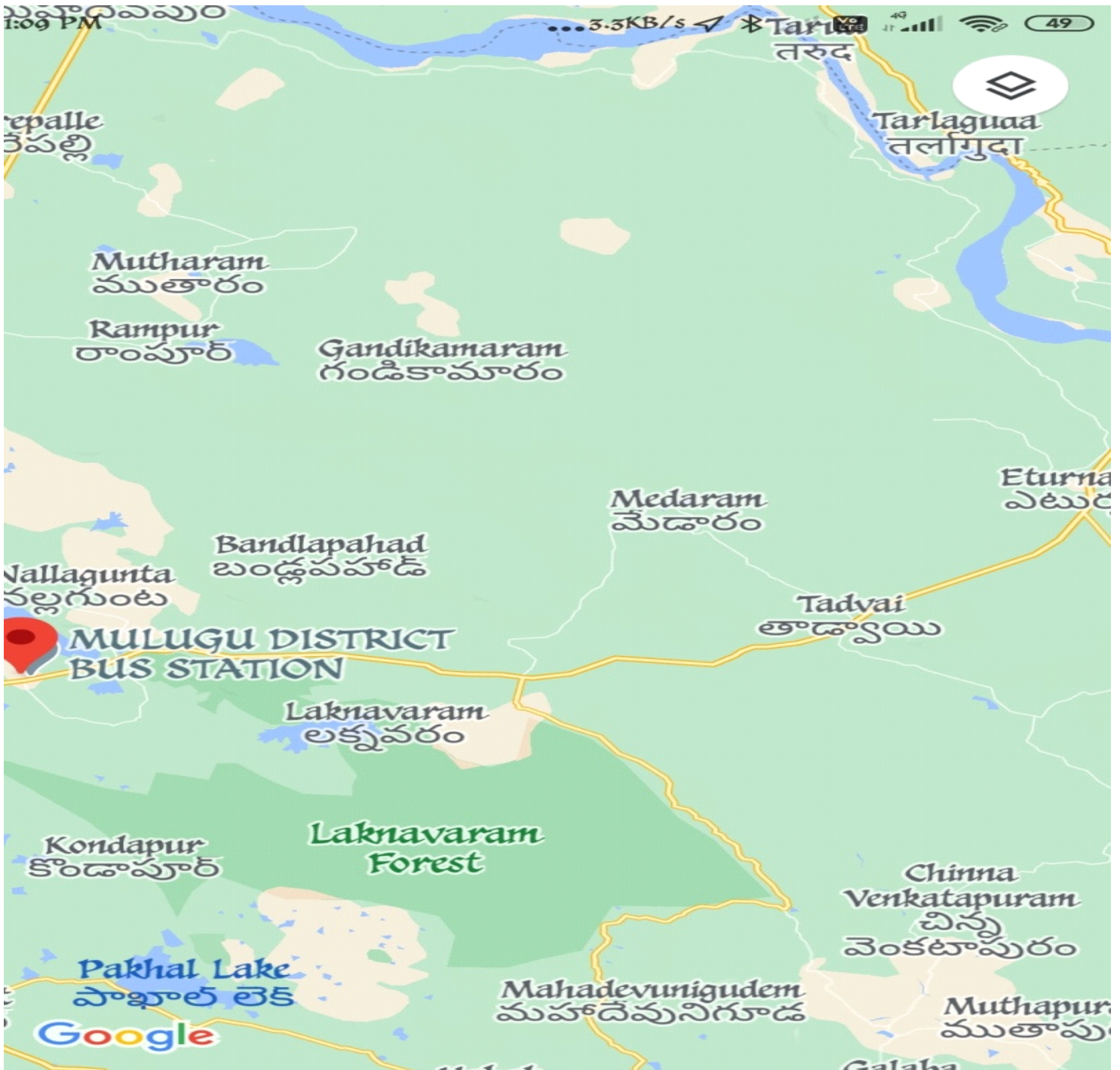
NEED OF MULTI – SPECIALTY HOSPITAL

- Multi specialty hospital is a single point solution for patients that offers diagnosis and treatment facilities across various clinical specialties.
- Multi Specialty hospital provides standardized, specialized and synchronized diagnosis and treatment facilities under one roof.
- Multi specialty hospitals are needed because number of patients with various diseases is increasing because of rising population.
- Population of the elderly people is increasing because of increasing life expectancy – resulting in demand of multi-specialty hospitals.
- Increase in diseases like diabetes, hypertension and cancer etc. demands for better healthcare services under one roof.
- There are insufficient number of Multi-Specialty diagnosis and treatment facilities in Mulugu, Eturnagaram and Pasra and adjoining areas. This is

only multi specialty hospital in Mulugu dist to cater around 2,00,000 catchment area.

BENEFICIARY COVERED UNDER PROJECT

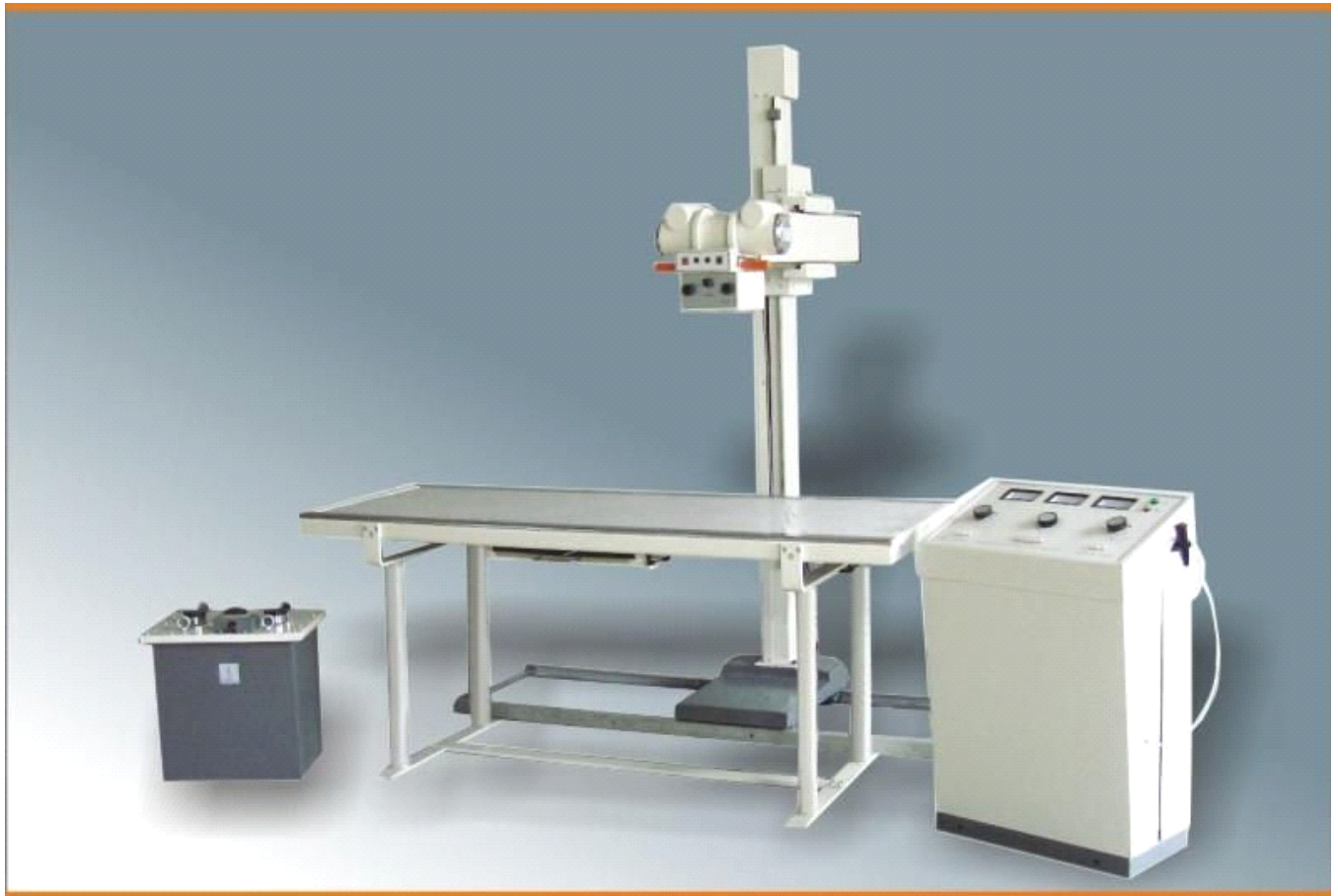
Total 7 mandals population of Mulugu surrounding is around 200000.



Facilities Planned in the Multi-Specialty Hospital

DIAGNOSTIC DEPARTMENTS

RADIOLOGY ---X-RAY



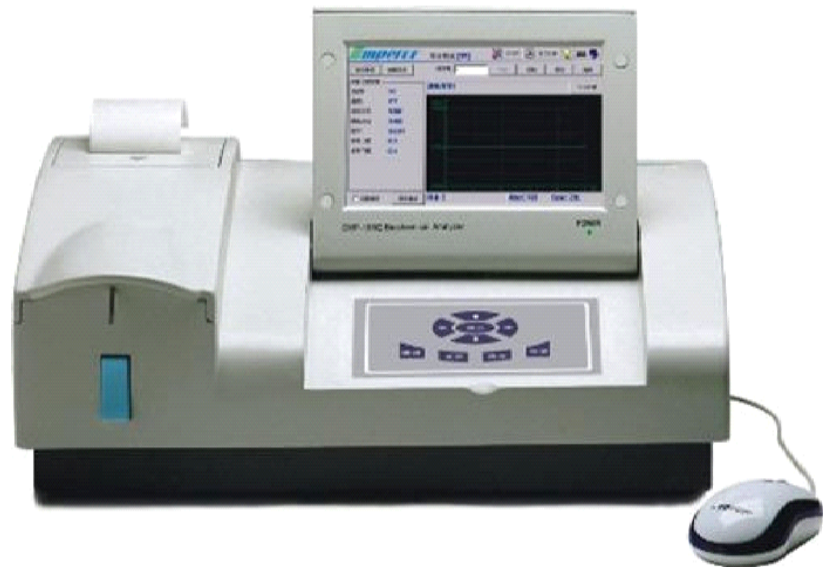
X-rays are especially useful in the detection of pathology of the skeletal system, but are also useful for detecting some disease processes in soft tissue. Some notable examples are the very common chest X-ray, which can be used to identify lung diseases such as pneumonia, lung cancer or pulmonary edema, and the abdominal X-ray, which can detect intestinal obstruction, free air (from visceral perforations) and free fluid.

Ultra Sonography and Color Doppler



Diagnostic Sonography (Ultrasonography) and Color Doppler is an ultrasound- based diagnostic imaging technique used to visualize subcutaneous body structures including tendons, muscles, joints, vessels and internal organs for possible pathology or lesions. Obstetric sonography is commonly used during pregnancy and is widely recognized by the public.

Biochemistry Analyzer



An automated analyzer is a medical laboratory instrument designed to measure different chemicals and other characteristics in quickly, with minimal human assistance. A number of biological samples can be analyzed in a short time.

Hematology Analyzer



Automated cell counters sample the blood, and quantify, classify, and describe cell populations using both electrical and optical techniques.

SAMPLE COLLECTION CENTER

- The hospital will have tie-up with external pathology Laboratory for all other types of tests that need specialized equipment.
- Patient samples shall be collected in the Sample Collection Center and then shall be sent to the outsources Pathology Laboratory.

• OUTPATIENT SERVICES(OPD)

Specialist consultation facility will be available throughout the week or on specified days both in morning and evening. The patient services will be ably supported by Diagnostic services and laboratory services.



Following clinical branches will offer consultation for out patients.

Medical OPD



Medicine OPD This is a medical specialty dedicated to the diagnosis and medical treatment of adults.

Surgery OPD



Gynaec & Obstetrics OPD



ORTHOPEDIC OPD



- **PAIN and DIABETOLOGY OPD**

This department deals with different types of chronic and acute pains and cures them with non surgical injection treatments. Diabetology deals with diabetics with medical management.



- **Operation Theatre**

- This hospital will focus on the use of latest technologies for surgical procedures like minimally invasive surgeries.

- Telescopic/Laparoscopic surgeries have several advantages over conventional procedures like minimal length of stay and minimal usage of antibiotics etc.



- **Labour Room**

- **Intensive Care Unit**

Fully equipped Intensive Care Unit for adults available round the clock to manage poisoning cases, snakebite cases, and sepsis cases, etc...Mulugu area is notorious for these cases also.



- **In Patient Department**

Facilities will be made available for all surgical and medical cases. Including the cases of infectious/communicable diseases. The super-specialty cases like cardio-thoracic surgery, micro neurosurgery, renal transplant surgery, etc...Will be referred to big hospitals in the city/region.

- **Emergency / Casualty**

Which will be operating round the clock. There will be qualified medical and paramedical staff to attend to any emergency, including trauma cases , which is increasing in the region every day. There will be well equipped emergency operation theatre, with the facilities for general /special surgical procedures. Round the clock X-Ray and laboratory services are attached to the emergency services.

- **Ambulance Services**



What is planned...

Sr. No.	Location	Area	Purpose
1.	Ground Floor	1408 Sq. ft.	OPD, Pharmacy, Radiology, Laboratory & Emergency
2.	First Floor	1408 Sq. ft.	Labour Room, In patient general Wards
3.	Second Floor	1408Sq. ft.	Medical ICU and post op ICU
4.	Third floor	1408 sq. ft	Operation theatre and special rooms
	Total	5632 Sq. ft.	

Patient Class	No. of Beds
General Ward	17
Private Ward	4
Post operative ward	6
Intensive Care Unit	6
Emergency	2
Total	35

TIME FRAME

	Activity	Month	Year
1 .	Approval for hospital	April	2021
2 .	Installation of Medical Equipment	May	2021
3 .	Inauguration and Start up	May	2021

PROJECT COST & SOURCES OF FINANCE

Particulars		Amount (Rs.)
Project Cost		18811750.0 0
Term Loan	80%	15049400.0 0
Margin Money	20%	3762350.00

s.no	Asset	Cost
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1	Medical equipments	15765150
2	Non medical equipments	3046600
	Total	18811750

PROJECT REQUIREMENTS

Project needs equipments in the way of

1. MEDICAL EQUIPMENTS
2. NON - MEDICAL EXPENSES

- **Medical equipments**

X-Ray Machine (Digital)
 Mobile image intensifier(C-Arm Machine)
 ECG Machine, Defibrillator, Nebulizers etc...
 Ultrasound machine
 Patient monitoring equipment
 Ventilators
 Infusion Pumps
 Blood chemistry auto analyzer
 Miscellaneous Lab Equipment
 Theatre Equipments (OT Lights, tables)etc...
 Anesthesia machine
 CTG Machine
 Hospital beds and furniture
 Nursery equipments (Radiant

Warmers, etc..)
Surgical instruments and other
Miscellaneous items.

NON- MEDICAL EQUIPMENTS

Ambulance
Generator & UPS
Hospital software
Electronic telephone exchange
Air conditioners
Tables & Chairs
Electrical fittings, etc..
Pharmacy fittings
Office equipments including computer
Pre operative expenses

FINANCES

DETAILED APROXIMATE COST OF MEDICAL EQUIPMENTS

S.NO	Location	Medical equipment name	Qty	Approx. unit cost Rs	Total cost
1	OPD	BP APPARATUS	8	950	2850
2		STETHOSCOPE [microtone]	5	500	2500
3		STETHOSCOPE [Litman]	2	5500	11000
4		WEIGHING MACHINE {ADULT}	4	1200	4800
5		X- RAY VIEW BOX [SINGE]	4	3000	12000
6		FETAL DOPLER	1	6000	6000
					38350

7	CASUALITY	CASUALITY COTS	2	11000	22000
8		BEDS	2	4500	9000
9		PATIENT MONITER	2	78000	156000
10		DEFIBRILLATOR	1	130000	130000
11		VENTILATOR	1	785000	785000
12		ECG MACHINE [12 LEAD]	1	120000	120000
13		NEBULISER	1	3000	3000
14		CRASH CART	1	21000	21000
15		SUCTION MACHINE	1	12000	12000
16		ECG TRALLY	1	7000	7000
17		TWO SIDE FLAP STRETCHERS	3	14000	42000
18		WHEEL CHAIRS	4	6000	24000
					1331000
19	LAB	HEMATOLOGY ANALYSER [CELL COUNTER]	1	370000	370000
20		BIOCHEMISTRY ANALYSER	1	215000	215000
21		ELECROLYTES ANALYSER	1	210000	210000
22		URINE ANALYSER	1	170000	170000
23		ABG ANALYSER	1	230000	230000
24		INCUBATOR	1	70000	70000
25		CENTRIFUGER	1	6000	6000
26		MICROSCOPE	1	20000	20000
27		MISCELLANIOS LAB EQUIPMENTS		20000	20000
					1311000
28	RADIOLOGY	X-RAY CR	1	700000	700000
29		X-RAY MCHINE [digital]	1	400000	400000
30		X-RAY TABLE	1	50000	50000

31		ULTRA SOUND MACHINE	1	1328000	1328000
32		C-ARM	1	1150000	1150000
33		MOBILE X-RAY	1	250000	250000
34		LEAD APRON	6	7000	42000
35		NECK SHIELDS	2	1600	3200
					3923200
36	LABOUR ROOM	OT TABLE	1	150000	150000
37		OT LIGHT	1	130000	130000
38		ANESTHESIA MACHINE	1	175000	175000
39		SUCTION MACHINE	1	12000	12000
40		CAUTERY MACHINE	1	185000	185000
41		INSTUMENT TRALLYS	2	8000	16000
42		CTG MACHINE	1	160000	160000
43		INSRUMENT ROCKS	1	25000	25000
44		BABY WARMER	1	50000	50000
45		BAIN CIRCUIT	1	1500	15000
46		PEDIATRIC CIRCUIT	1	2500	2500
		OTHER MISCELLANIOUS EQUIPMENTS		10000	10000
					930500
47	GENERAL WARD	CRASH CART	1	21000	21000
48		DRESSING TRALLY	1	8000	8000
49		SCREENS	2	4000	8000
50		IV STANDS	10	2000	20000
51		GENERAL WARD	15	11000	165000
52		MATRESSES	15	4500	67500
53		PT.ATENDENT BEDS	4	6000	24000
54		BEDSIDE LOCKERS	25	4500	112500
55		ADJUSTABLE STOOLS	5	2500	10000
56		NORMAL STOOLS	25	500	12500

57		OTHER MISCELLANEOUS ITEMS		10000	10000
					458500
58	SPECIAL ROOMS	COTS	4	11000	44000
59		MATRESSES	4	4500	18000
60		IV STANDS	4	2000	8000
					70000
61	ICU	VENTILATORS	2	785000	1570000
62		PATIENT MONITORS	4	80000	320000
63		SUCTION MACHINE	6	12000	72000
64		OXYGEN FLOW METERS	12	3500	42000
65		IV STANDS	12	2000	24000
66		ICU COTS	6	34000	204000
67		AIR BEDS	2	3000	6000
68		PATIENT RESTRAINTS	6 pair	500	30000
69		LARYNGOSCOPES	3	1200	3600
70		MAYOS TRALLY	6	7000	42000
71		MATRESSES	6	6000	36000
72		DIGITAL BP APPARATUS	2	2500	5000
74		CRASH CARTS	2	21000	42000
75		INSRUMENT TRALLY	1	8000	8000
76		SYRINGE PUMPS	6	45000	270000
77		X-RAY VIEWERS	1	4000	4000
78		OXYGEN CYLINDERS [C type]	6	8000	48000
79		CYLINDER TRALLYS	6	3000	18000
80		OTHER MISCELLANEOUS ITEMS		30000	30000
					2774600

81	MAJOR OT	ANESTHESIA WORK STATION	1	792000	792000
82		OT TABLE [C-arm compatible]	1	280000	280000
83		OT LIGHTS LED twin dome	1	256000	256000
84		CAUTERY [with vessel sealer]	1	470000	470000
85		PATIENT MONITOR[etco2 compatible]	1	104000	104000
86		AUTOClave MACHINE	1	114000	114000
87		EtCO2 MODEM	1	75000	75000
88		LAP INSTRUMENTS	1	1154000	1154000
89		HD MONITOR TV	1	30000	30000
90		LAP TRALLY	1	25000	25000
91		INSTRUMENTS ROCKS	2	25000	25000
92		INSTRUMENT TRAYS	10	6000	60000
93		SUCTION MACHINE	2	12000	24000
94		VAPORISER	1	80000	80000
95		SMALL SURGICAL INSTRUMENTS	2 sets	200000	200000
					3689000
96	POST OP ICU	COTS	6	28000	168000
97		VENTILATOR	1	785000	785000
98		MATRESSES	6	6000	36000
99		MONITORS	2	80000	160000
100		SYRINGE PUMPS	2	45000	90000
					1239000
		TOTAL MEDICAL EQUIPMENTS COST			1,57,65,150

DETAILED NON MEDICAL EQUIPMENTS

S.NO	EQUIPMENT NAME	QTY	UNIT COST	TOTAL COST
1	AMBULANCE	1	400000	400000
2	GENERATOR 63kva	1	600000	600000
3	ONLINE UPS [20KV]	1	350000	350000
4	HOSPITAL SOFTWARE	1	120000	120000
5	AIR CONDITIONERS	13	40000	520000
6	RECEPTION TABLES	4	6000	24000
7	GENERAL TABLES	6	6000	36000
8	EXAMINATION COUCHES	2	24000	48000
9	DOCTORS CHAIRS	3	8000	24000
10	3 SEATER CHAIRS	4	6000	24000
11	CEILING FANS	22	1800	39600
12	TELEVISIONS	2	15000	30000
13	FREEZER	1	16000	16000
14	LED LIGHTS	20	350	7000
15	PHARMACY FITTINGS	1	200000	200000

16	TELEPHONE EXCHANGE	1	30000	30000
17	CC CAMERA SET	1	140000	140000
18	COMPUTERS	1	18000	18000
19	CENTRAL OXYGEN SET	1	150000	150000
20	LAB FITTINGS	1	70000	70000
21	PRE OPERATIVE EXPENSES [Advertising, opening etc]		200000	200000
	TOTAL NON MEDICAL EQUIPMENTS COST			3046600
	TOTAL MEDICAL & NON MEDICAL EQUIPMENTS COST			18811750

REVENUES

Revenues are generated through

- 1] outpatient services [OPD]
- 2] In patient services [IPD]
- 3] Laboratory
- 4] Radiology
- 5] Pharmacy

OUT PATIENT REVENUES

1] GENERAL PHYSICIAN OP REVENUE

[Expected on first month]

S.no	Source of revenue	Number expected	Revenue/patient	Total revenue/day	Total revenue/month
1	OP	4	200	800	24000
2	Pharmacy	4	200	800	24000
3	LAB	2	200	400	12000

4	X- RAY	1	200	200	6000
				2200	66000

2] GYNAECOLOGIST OP REVENUE

[expected on 1st month]

s.no	Source of revenue	Number expected	Revenue/ patient	Total revenue/day	Total revenue/ month
1	OP	4	200	800	24000
2	Pharmacy	4	200	800	24000
3	LAB	2	200	800	12000
4	Ultrasound	1	600	600	18000
				3000	78000

3] ORTHOPEDIC SURGEON OP REVENUE

[expected on 1st month]

s.no	Source of revenue	Number expected	Revenue /patient	Total revenue/day	Total revenue/ month
1	OP	2	200	400	12000
2	Pharmacy	2	150	300	9000
3	LAB	1	150	150	12000
4	X-Ray	2	200	400	12000
				1250	54000

4] GENERAL SURGEON OP REVENUE

[expected on 1st month]

s.no	Source of revenue	Number expected	Revenue/ patient	Total revenue/day	Total revenue/ month
1	OP	2	200	400	12000
2	Pharmacy	2	200	400	12000
3	LAB	1	200	200	6000
				1000	30000

5] DIABETOLOGY & PAIN PHYSICIN OP REVENUE

[expected on 1st month]

s.no	Source of revenue	Number expected	Revenue/ patient	Total revenue/day	Total revenue/ month
1	OP	1	200	200	6000
2	Pharmacy	1	150	150	4500
3	X-Ray	1	200	200	6000
				550	16500

TOTAL REVENUES EXPECTED ON OP [1st month]

s.no	Consultant	Revenue
1	General physician	66000
2	Gynaecologist	78000
3	Orthopedic surgeon	54000
4	General surgeon	30000
5	Diabetologist & pain physician	16500
	Total	244500

IN PATIENT REVENUES

In patient revenue is the revenue generated by patients admission in hospital for any illness or for any surgical procedure.

Patients are possibly admitted in

- 1] General ward
- 2] Intensive care unit [ICU]
- 3] Operation theatre [OT]

GENERAL WARD REVENUES

[expected on 1st month]

S.no	Specialty name	Average admissions/ month	Average revenue/ patient	Total revenue/ month
1	General medicine	10	1350	13500
2	Gynaecology	3	1350	4050
3	General surgery	2	1350	2700
	Total	15		20250

INTENSIVE CARE UNIT [ICU] REVENUES

[expected on 1st month]

s.no	Specialty name	Average admissions/ month	Average revenue/patient	Total revenue/ month
1	General medicine	9	30000	270000

OPERATION THEATRE REVENUES

[expected on 1st month]

s.no	Specialty name	Number of cases/month	Average revenue/case	Total revenues/ month
1	Gynaecology	3	25000	75000
2	Orthopedic surgeries	3	30000	90000
3	General surgery	3	25000	75000

4	Pain medicine	1	10000	10000
	Total	10		250000

TOTAL INPATIENT REVENUES

s.no	Specialty ward	Revenue /month
1	General ward	20250
2	ICU	270000
3	Operation theatre	250000
	Total	540250

TOTAL HOSPITAL REVENUES

[expected on 1st month]

Out patient revenues : 244500

Inpatient revenues : 540250

Total :784750

EXPENDITURES

Expenditures incurred in the hospital are in the way of revenue sharing to consultants, vender's expenditure, repairs and other day to day operating expenses

1] Out Patient [OP] expenditures

2] Pharmacy expenditures

a] OP pharmacy expenditures

b] In Patient [IP] Pharmacy expenditures

- 3] Laboratory expenses
 - a] OP laboratory expenses
 - b] IP laboratory expenses
- 4] X-ray expenditures
- 5] Ultrasound expenditures
- 6] Operating expenses
- 7] Salaries

OUT PATIENT [OP] EXPENDITURES

[expected on 1st month]

s.no	Specialty	Revenue generated	Revenue share % for consultants	Expenditure for consultants

1	General physician	24000	75%	18000
2	Gynaecologist	24000	75%	18000
3	Orthopedic surgeon	12000	75%	9000
4	General surgeon	12000	75%	9000
5	Diabetology & pain physician	6000	75%	4500
	Total	78000		58500

OP PHARMACY EXPENDITURES

[Expected on 1st month]

s. n	Specialty	Rev. generated	Conslt's rev.share %	Exp. for consul't	Vender share %	Exp. for vender	Total expenditure
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1	Gen. medicine	24000	10%	2400	60%	14400	16800
2	Gynecology	24000	10%	2400	60%	14400	16800
3	Ortho	9000	10%	900	60%	5400	6300
4	Gen surg	12000	10%	1200	60%	7200	8400
5	D&pain phys'n	4500	10%	450	60%	2700	3150
	Total	73500		7350		44100	51450

IP PHARMACY EXPENDITURES

[expected on 1st month]

s . n	ward	Total rev.generated	Pharm % from Tot.rev	Pharm amount	Venders share 60% amount	Consult share 20% amount	Total pharm. Expend
1	Gen. ward	20250	30%	6075	3645	1215	4860
2	ICU	270000	30%	81000	48600	16200	64800
3	OT	250000	30%	75000	45000	—	45000
	total	540250		162075	97245	17415	114660

OUT PATIENT LABORATORY EXPENDITURE

[expected on 1st month]

s.no	Specialty	LAB. Rev. generated	Consultant share 30% amount	Venders share 30% amount	Total expenditure
1	Gen.medicine	12000	3600	3600	7200
2	Gynaecology	12000	3600	3600	7200
3	Orthopedics	4500	1350	1350	2700
4	Gen.surgery	6000	1800	1800	3600
5	D&Pain phys	4500	1350	1350	2700
	Total	39000	11700	11700	23400

IP LABORATORY EXPENDITURE

[expected on 1st month]

s.n	Ward	Tot.rev	Lab % in Tot.rev	Lab amount	Consal't share 20% amount	Vender share 30% amount	Total exp'diture
1	Gen. ward	20250	25%	5062	1012	1518	1530
2	ICU	270000	25%	67500	13500	20250	33750
3	OT	250000	25%	62500	----	18750	18750
	total	540250		135062	14512	40518	55030

RADIOLOGY EXPENDITURES

[expected on 1st month]

s.n	Specialty	Rev.gene rated	Consultants 30% rev.share amount	Venders 10% rev.share amount	Total expenditure
1	General medicine	6000	1800	600	2400
2	Ortho surgeon	12000	3600	1200	4800
3	D& pain physician	6000	1800	600	2400
	Total	24000	7200	2400	9600

ULTRASOUND EXPENDITURES

[Expected on 1st month]

s. n	Specialty	Rev.gene rated	Consultants 40% rev. share amount	Venders 2% rev.share amount	Total expenditu re
1	Gynecology	18000	14400	860	7560

TOTAL OP& IP EXPENDITURES

[expected on 1st month]

s.no	Expenditure	Value
1	OP Expenditure	58500
2	OP Pharmacy expenditure	51450
3	IP Pharmacy expenditure	11600
4	OP Lab expenditure	23400
5	IP Lab expenditure	55030
6	X-ray expenditure	9600
7	Ultrasound expenditure	7560
	Total	320200

OPERATING EXPENSES

1] Human resource expenses [Salaries]

s.no	Post	Number	Salary/month	Total salary
2	Pharmacist	1	12000	12000
3	Lab technician	1	12000	12000
4	Receptionist	1	12000	12000
5	Nurses	6	12000	72000
6	OT Technician	1	12000	12000
8	x-ray technician	1	10000	10000
9	Multipurpose health worker [male]	2	8000	16000
10	Multipurpose health worker [female]	2	8000	16000
11	Marketing manager	1	12000	12000
14	Driver	1	12000	12000
	Total	17		186000

OTHER OPERATING EXPENSES

s.no	Expenses name	Amount
1	Rent	75000
2	Marketing expenses	20000
3	Biomedical waste disposal	8000
4	Electricity bill	30000
5	Telephone bill	5000
6	Repairs	15000
7	Miscellaneous items	15000
	Total	168000

TOTAL EXPENDITURES

[expected on 1st month]

s.no	Expenditure	Value
1	OP Expenditure	58500
2	OP Pharmacy expenditure	51450
3	IP Pharmacy expenditure	11600
4	OP Lab expenditure	23400
5	IP Lab expenditure	55030
6	X-ray expenditure	9600
7	Ultrasound expenditure	7560
8	Salaries	186000
9	Other operating expenses	168000
	Total	674200

TOTAL HOSPITAL REVENUES

[expected on 1st month]

s.no	REVENUE	AMOUNT
1	OUT PATIENT REVENUES	244500
2	IN PATIENT REVENUES	540250
	TOTAL REVENUES	784750

BALOJI HOSPITALS CMA Report

(Rs. lakh)

I. PROFIT AND LOSS ACCOUNT:

	Year 1	Year 2	Year 3	Year 4	Year 5
	Projection s	Projection s	Projection s	Projection s	Projection ns
SALES:					
(i) Domestic Sales	96.00	120.00	150.00	187.50	234.38
(ii) Export Sales	0.00	0.00	0.00	0.00	0.00
GROSS SALES:	96.00	120.00	150.00	187.50	234.38
LESS: Excise duty	0.00	0.00	0.00	0.00	0.00
ADD: Other Operating Income	7.00	8.75	10.94	13.67	17.09
NET SALES:	103.00	128.75	160.94	201.17	251.46
Increase in Net Sales (%)		25.00%	25.00%	25.00%	25.00%
COST OF SALES:					
(i) Raw materials					
A. Imported	0.00	0.00	0.00	0.00	0.00
B. Indigenous	19.20	24.00	30.00	37.50	46.88
(ii) Other Spares					
A. Imported	0.00	0.00	0.00	0.00	0.00
B. Indigenous	0.00	0.00	0.00	0.00	0.00
(iii) Power & Fuel	0.16	0.19	0.23	0.27	0.33
(iv) Employee Benefits	24.00	30.00	37.50	46.88	58.59

(v) Material handling charges	0.00	0.00	0.00	0.00	0.00
(vi) Depreciation	24.30	17.21	14.63	12.44	10.57
(vii) Repairs & Maintenance	0.31	0.80	0.08	0.50	0.75
(viii) Other Expenses	15.00	16.50	18.15	19.97	21.96
SUB TOTAL:	82.96	88.70	100.59	117.55	139.08
ADD: Opening Stock in Process	0.00	0.00	0.00	0.00	0.00
DEDUCT: Closing Stock in Process	0.00	0.00	0.00	0.00	0.00
COST OF PRODUCTION:	82.96	88.70	100.59	117.55	139.08
C O P as % of Gross Sales	86.42%	73.92%	67.06%	62.69%	59.34%
ADD: OP Stock of Finished Goods	0.00	14.40	18.00	22.50	28.13
DEDUCT: CL Stock of Finished Goods	14.40	18.00	22.50	28.13	35.16
COST OF SALES:	68.56	85.10	96.09	111.93	132.05
Cost of Sales as % of Gross Sales	71.42%	70.92%	64.06%	59.69%	56.34%
Selling, General & Admn. Expenses	9.60	12.00	15.00	18.75	23.44
PROFIT BEFORE INTEREST & TAX (PBIT)	24.84	31.65	49.85	70.50	95.98
PBIT as % of Gross Sales	25.87%	26.37%	33.23%	37.60%	40.95%
Interest & Other Financial Charges	18.68	15.60	12.20	7.50	3.40
Intt. & Fin. Charges as % of Sales	19.46%	13.00%	8.13%	4.00%	1.45%
OPERATING PROFIT BEFORE TAX (PBT)	6.16	16.05	37.65	63.00	92.58
PBT as % of Gross Sales	6.41%	13.37%	25.10%	33.60%	39.50%
ADD: Other Nonoperative Income					
(i) Interest & dividend	0.00	0.00	0.00	0.00	0.00
(ii) Shipping brokerage	0.00	0.00	0.00	0.00	0.00
(iii) Exchange Prov					
Written Back	0.00	0.00	0.00	0.00	0.00
(iv) Profit on sale of assets	0.00	0.00	0.00	0.00	0.00
(v) Other income(Subsidies)	70.00	5.00	0.00	0.00	0.00

SUB-TOTAL (INCOME)	70.00	5.00	0.00	0.00	0.00
Deduct Other Non-operating Exp.					
(i) Loss on Invst	0.00	0.00	0.00	0.00	0.00
(ii) Loss on Forex	0.00	0.00	0.00	0.00	0.00
(iii) Loss on Sale of Fixed Assets	0.00	0.00	0.00	0.00	0.00
(iv) Bad Debts W/ Off	0.00	0.00	0.00	0.00	0.00
(v) Other expenses	0.00	0.00	0.00	0.00	0.00
SUB-TOTAL (EXPENSES)	0.00	0.00	0.00	0.00	0.00
PROFIT BEFORE TAX / LOSS	76.16	21.05	37.65	63.00	92.58
Tax Paid	0.00	0.00	0.00	0.00	0.00
Provision for Taxes	1.00	1.05	1.10	1.16	1.22
NET PROFIT/LOSS (PAT)	75.16	20.00	36.55	61.84	91.36
PAT as % of Gross Sales	78.29%	16.67%	24.36%	32.98%	38.98%
Equity/Pref. Dividend Paid (i) Amt					
(ii) Rate					
RETAINED PROFIT	75.16	20.00	36.55	61.84	91.36

These highlighted things are because of Subsidy received in Year 1

II. BALANCE SHEET

LIABILITIES:

CURRENT LIABILITIES:

Short Term borrowings
from banks (including
bill
purchased/discounted)

(i) from applicant bank
(ii) from other banks
(iii) (of which Bill
purchased & disc.)

SUB-TOTAL

Short Term Borrowings
from others

Sundry Creditors (Trade)

Adv payment fm cust /
dep fm dealers

Provision for Taxation

Dividend payable

Other Statutory Liabilities
(Due within One Year)

Instalments of Term
loans / Debentures /
. DPGs / deposits etc.
(due within 1 year)

Expenses payable

Interest accrued bot not
due

Dues to Directors

Year 1	Year 2	Year 3	Year 4	Year 5
Projections	Projections	Projections	Projections	Projections
124.48	118.52	82.87	43.50	0.00
0.00	0.00	0.00	0.00	0.00
124.48	118.52	82.87	43.50	0.00
0.38	0.60	0.75	0.94	1.17
0.00	0.00	0.00	0.00	0.00
1.00	1.05	1.10	1.16	1.22
0.00	0.00	0.00	0.00	0.00
0.00	0.55	0.61	0.67	0.73

Security Dep- Suppliers
and Contractors
Other Current Liabilities
Creditors for capital goods

SUB-TOTAL
TOTAL CURRENT
LIABILITIES

0.00	0.00	0.00	0.00	0.00
1.38	2.20	2.46	2.76	3.12
125.86	120.72	85.33	46.26	3.12

TERM LIABILITIES

Debentures (not maturing
within 1 year)
Pref. Shares
(redeemable after 1 Yr)
Term Loans(Excl instl
payable within 1 Yr)
Term Deposits (repayable after 1 year)
Unsecured loans
(relatives)
Mobilisation Advace
repayable after1 year (SME
Loans)
Deferred Sales Tax
Deferred Tax Liability

TOTAL TERM
LIABILITIES

0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00
10.00	97.16	117.15	150.70	208.54
75.16	20.00	36.55	61.84	91.36
12.00	0.00	3.00	4.00	4.00

Proprietor's Capital
Account
Preference Share Capital
General reserve
Capital Reserve
Surplus(+) or deficit (-) in
P & L Account
Less: Drawings
Security Premium
Share Premium

Capital redemption
reserve

NET WORTH

TOTAL LIABILITIES

97.16	117.15	150.70	208.54	295.90
223.02	237.87	236.03	254.80	299.02

ASSETS:

CURRENT ASSETS

Cash and Bank
Balances
Investments (Other than
Long Term)
(i) Govt. & other
securities
(ii) Fixed deposits with
banks

RECEIVABLES

Domestic Sales
Export Recv(Incl. B/P&
Disc by banks)

INVENTORY

Raw Material -
Indigenous
Raw Material - Imported
Stock in process
Finished Goods
Packing materials
CI Stock of Traded
goods
Stores & Spares

Year 1	Year 2	Year 3	Year 4	Year 5
Projections	Projections	Projections	Projections	Projections
0.50	2.40	2.64	2.90	3.19
26.88	33.60	42.00	52.50	65.63
26.88	33.60	42.00	52.50	65.63
0.00	0.00	0.00	0.00	0.00
14.40	18.00	22.50	28.13	35.16
0.00	0.00	0.00	0.00	0.00
14.40	18.00	22.50	28.13	35.16
0.00	0.00	0.00	0.00	0.00

Advance to suppliers of raw material

Other Current Assets:

(i) Rental and EB Deposits
(ii) Subsidy Receivable
(iii) Share application money
(iv) Other Advances
(iv) Others

TOTAL CURRENT ASSETS

FIXED ASSETS

(i) Building, Plant & Machinery
(ii) Furnitures & Fixtures
(iii) Other Fixed Assets
(iv) Capital Works in progress

NET BLOCK

OTHER NON CURRENT ASSETS

(i) Investments in Subsidiary companies/ . Affiliates
(ii) Other Investments
(iii) Adv to suppl of Cap Goods/Contractors
(iv) Deferred receivables(maturity > 1 year)
(v) Margin money kept with banks.
(vi) Debtors exceedings 6 months
(vii) Short Term Deposits with Corporate
(viii) Non-consummable stores & spares
(ix) Other Non current assets

TOTAL OTHER NON CURRENT ASSETS

10.00	11.00	12.10	13.31	14.64
15.00	15.00	15.00	15.00	15.00
70.00	78.00	63.00	63.00	63.00
12.37	13.20	14.52	15.97	17.57
21.03	12.00	15.00	18.75	23.44
170.18	183.20	186.76	209.56	237.62
52.84	54.68	49.14	44.68	60.88
0.00	0.00	0.13	0.56	0.52
0.00	0.00	0.00	0.00	0.00
52.84	54.68	49.27	45.24	61.40
0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00

Intangible Assets
(patents, goodwill,
prelim. expenses,
bad/doubtfull expenses not
provided for)

TOTAL ASSETS

**Total Liabilities - Total
Assets**

223.02	237.88	236.03	254.80	299.02
0.00	0.00	0.00	0.00	0.00

**BUILD UP OF
CURRENT ASSETS**

Raw Material - Indigenous
Month's Consumption
Raw Material - Imported
Month's Consumption
Consumable spares
indigenous
Month's Consumption
Consumable spares-
Imported
Month's Consumption
Stock in process
**Month's Cost of
Production**
Finished Goods
Month's Cost of Sales
Receivables (Domestic)
other than
deferred & exports (Incl.

Year 1	Year 2	Year 3	Year 4	Year 5
Projections	Projections	Projections	Projections	Projections
0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00
14.40	18.00	22.50	28.13	35.16
2.52	2.54	2.81	3.02	3.19
26.88	33.60	42.00	52.50	65.63

bills purchased &
discounted by banks)

**Month's Domestic
Sales**

Export Recv.(Incl. bills
purchased &

discounted by banks)

Month's Export Sales

3.36	3.36	3.36	3.36	3.36
0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00

**BUILD UP OF CURRENT
LIABILITY**

(Other Than Bank
Borrowings for

Working Capital)

Creditors for Purchases
of RM

Month's Purchases

0.38	0.60	0.75	0.94	1.17
0.24	0.30	0.30	0.30	0.30

**III. CALCULATION OF MAXIMUM PERMISSIBLE
BANK FINANCE**

Year 1	Year 2	Year 3	Year 4	Year 5
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	Projections	Projections	Projections	Projections	Projections
1. Total Current Assets	170.18	183.20	186.76	209.56	237.62
2. Other Current Liabilities (Other than Bank Borrowings & TL Instalments due within one Year)	1.38	2.20	2.46	2.76	3.12
3. Working Capital Gap	168.80	181.00	184.30	206.80	234.50
4. Min. Stipulated Net Working Capital (25% of Total Current Assets excluding Export Receivables)	42.55	45.80	46.69	52.39	59.41
5. Actual/ Projected NWC	44.32	62.48	101.43	163.30	234.50
6. Item 3 Minus Item 4	126.25	135.20	137.61	154.41	175.10
7. Item 3 Minus Item 5	124.48	118.52	82.87	43.50	0.00
8. Maximum Permissible Bank Finance (lower of 6 or 7)	124.48	118.52	82.87	43.50	0.00
9. Excess borrowings representing Shortfall in NWC	NIL	NIL	NIL	NIL	NIL

IV. STATEMENT OF FINANCIAL ANALYSIS

	Year 1	Year 2	Year 3	Year 4	Year 5
	Projections	Projections	Projections	Projections	Projections
A. PROFILE ANALYSIS					
Total Assets (Tangible)	223.02	237.88	236.03	254.80	299.02
Total Outside Liabilities	125.86	120.72	85.33	46.26	3.12
Tangible Networth	97.16	117.15	150.70	208.54	295.90
Net sales	103.00	128.75	160.94	201.17	251.46
PBDIT	49.14	48.86	64.48	82.93	106.55
Operating Profits (PBIT)	24.84	31.65	49.85	70.50	95.98
Net Profit	75.16	20.00	36.55	61.84	91.36
Gross Cash Accruals	99.46	37.21	51.18	74.27	101.93
Net Working Capital	44.32	62.48	101.43	163.30	234.50
% of NWC to Current Assets	26.04%	34.10%	54.31%	77.92%	98.69%
B. LIQUIDITY ANALYSIS					
Current Ratio	1.35	1.52	2.19	4.53	76.18
Quick Ratio	1.24	1.37	1.93	3.92	64.91
C. PROFITABILITY ANALYSIS					
PBDIT/Sales (%)	47.70%	37.95%	40.06%	41.22%	42.37%
PBIT / Net Sales (%)	24.11%	24.58%	30.97%	35.04%	38.17%
PBT / Net Sales (%)	73.94%	16.35%	23.39%	31.31%	36.82%
Net Profit/ Sales (%)	72.97%	15.53%	22.71%	30.74%	36.33%
Return on Assets (%)	33.70%	8.41%	15.48%	24.27%	30.55%
Retained Profits / Net Profits (%)	100.00%	100.00%	100.00%	100.00%	100.00%
Return on Net Worth(%)	77.36%	17.07%	24.25%	29.65%	30.88%
D. ACTIVITY ANALYSIS(IN DAYS)					
Recv. Turnover - Domestic	102	102	102	102	102
Recv. Turnover - Export	0	0	0	0	0
Inventory Turnover	55	55	55	55	55
Accounts Payables Turnover	7	9	9	9	9
Fixed Assets Turnover Ratio	1.95	2.39	3.10	4.26	4.72
E. GROWTH RATIOS					
Net Sales Growth (%)		25.00%	25.00%	25.00%	25.00%
Net Profit Growth (%)		-73.39%	82.75%	69.21%	47.75%

Net Worth Growth (%)

	20.58%	28.63%	38.38%	41.89%
<u>F. LEVERAGE & OTHER RATIOS</u>				
1.30	1.03	0.57	0.22	0.01
2.63	3.13	5.29	11.06	31.34
0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00